

# GRAIN DEALERS JOURNAL

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elevtr. Co., whol. grain, hay, seeds.  
Plains Grain Co., E. S. Blasdel, grain, field seeds.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Palley & Co., John T., gr'n receivers & expts.\*  
Gill & Fisher, receivers and shippers of grain.\*  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.\*  
Jones & Co., H. C., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Steen & Bro., E., hay and grain.\*

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., grain brokers.  
Gyles Grain Co., grain brokers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaquin, Matthew D., grain brokerage, com'n.\*  
McLean Alpine Co., The, grain and hay.\*  
Ranlet Co., The D. W., grain and mill feed.

## BOURBON, IND.

Delp Grain Co., E. E., grain and mill feed.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage & commis'n.  
Eastern Grain Co., receivers & shippers of grain.\*  
Electric Elevtr. & Mfg. Co., recvrs. and shippers.\*  
Harold, A. W., grain, barley a specialty.  
Heathfield & Co., Inc., W. G., strictly commission.  
Heinold, John G., grain and feed.  
H. O. Company, manufacturers of cereals.\*  
Irwin, Dudley M., barley.  
Lewis Grain Co., salvage & sample grade grain.  
Pierce, Geo. E., Wheeler elevators.\*  
Ratcliffe, S. M., consignments solicited.  
Seymour Grain Co., commission merchants.  
Townsend-Ward Co., grain commission.\*  
Urmston-Harting Grain Co., grain commission.\*

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers and shippers.\*  
Halliday Elevator Co., corn, oats.\*  
Hastings Co., Samuel, receivers and shippers.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.  
Johnson & Co., C. E., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., grain commission mchts.  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commis'n merchants.\*  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Carden, grain and seeds.  
Carrhart Code Harwood Co., grain commission.\*  
Coven Co., W. S., commission, grain and seeds.  
Delany, Frank J., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Lamson Bros. & Co., consignments solicited.\*  
Lipsey & Co., grain commission.\*  
McKenna & Rodgers, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., grain, prov., seeds.\*  
Norris & Co., grain merchants.\*  
Nye & Jenks Gr. Co., commission merchants.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.

## CHICAGO—Continued.

Quinn, Geo. B., grain commission.  
Rang & Co., Henry, grain commission.  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., receivers and shippers.\*  
Rothschild Co., D., barley and malt.  
Rothschild Co., The Moses, general grain com'n.  
Rumsey & Company, grain commission.\*  
Sawyer Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Shaffer & Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Uppide Commission Co., grain commission.\*  
Vehon & Co., M. L., grain commission.  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain seeds.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Blumenthal, Max, grain, barley a specialty.\*  
Brown & Co., W. L., consignments.  
Cincinnati Grain Co., commission merchants.  
Ellis & Fleming, grain and hay commission.\*  
Emrick Co., The C. S., grain, hay, feed.  
Fitzgerald Bros. Co., strictly commission.\*  
Gale Bros. Co., grain, hay, feed.\*  
Granger & Starry Grain & Hay Co., gr. and hay.  
Gray, Ralph, receiver and shipper.  
Union Gr. & Hay Co., grain buyers & commiss'n.\*  
Van Leunen & Co., Paul, consignments.\*  
Whitcomb & Root, grain, hay, millfeed.

## CLARKSBURG, W. VA.

Alexander Brokerage Co., H. C., grain, hay brokers.

## CLEVELAND, O.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., receivers and shippers.  
Kemper, J. F., grain, hay and millfeed.  
Sheets Bros., Elevtr. Co., The, grain, hay, straw.  
Shepard, Clark & Co., grain, hay and straw.  
Star Elevtr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., grain, seeds, hay, straw.\*

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## COLUMBUS, O.

Buckeye Grain & Mfg. Co., grain, hay & feed.

## DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.\*  
Griffith Grain Co., grain merchants.  
Hutton, Collins & Frenzel, grain brokers.  
Interior Grain Co., buyers and sellers of grain.

## DECATUR, ILL.

Smith & Co., F. P., grain brokers.

## DENVER, COLO.

Board of Trade Members.  
Longmont Farmers Mill & Elevtr. Co., flour, grain.

## DES MOINES, IA.

Des Moines Elevator Co., receivers and shippers.  
Lookwood Grain Co., B. A., grain & millfeeds.\*  
Squires Grain Co., S. E., grain merchants.\*  
Taylor & Patton Co., buyers and shippers.\*  
Wright & McWhinney, grain com'n merchants.

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
H. M. Hobart & Son, grain, hay, millfeeds.\*  
Lapham & Co., J. S., recvrs. & shippers of grain.\*  
Caughey-Swift Company, grain buyers.\*  
Simmons & Co., F. J., grain, hay and straw.\*

## DULUTH, MINN.

Johnson-Olson Gr. Co., grain commission.

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grain Co., receivers, shippers.  
King-Douglas, W., grain, feedstuff & brokerage.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay, exporters.  
Wisrodt Grain Co., wholesale grain eltr., facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## INDIANAPOLIS, IND.

Board of Trade Members.  
Belt Elevtr. & Feed Co., receivers and shippers.  
Boyd, Bert A., Indianapolis commission man.\*  
Files-Thomson Co., field seeds & grain.  
Jordan & Scholl, receivers and shippers of grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.\*  
Reliance Grain Co., recvrs. & ship's hay & grain.  
Shotwell & Co., C. A., grain, flour, feed.  
Urmston-Harting Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.

## JACKSON, MICH.

Stockbridge Elevator Co., grain, beans, hay.

## KANSAS CITY, MO.

Board of Trade Members.  
Barrett Grain Co., grain commission.  
Christopher & Co., B. C., grain commission.\*  
Clay Grain Co., F. B., grain commission.\*  
Croysdale Grain Co., grain commission.  
Davis & Co., A. C., grain commission.\*  
Denton Kuhn Gr. Co., consignments.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Fox-Miller Grain Co., receivers and shippers.  
Goffe & Carkeener, recvrs. and shprs. of grain.\*  
Hinds Grain Co., The, receivers, shippers.  
Houston-Stroud Grain Co., cash & futures, grain.  
Kemper Mill & Elevtr. Co., grain and feed.  
Logan Bros. Grain Co., grain commission.\*  
Lonsdale Grain Co., grain merchants.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Nicholson Gr. Co., W. S., grain commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roahen Grain Co., E. B., grain, flour, millfeed.\*  
Russell Grain Co., hay our specialty.  
Shannon Gr. Co., consignments solicited.\*  
Steele & Co., H. H., grain and seeds.\*  
Terminal Elevators, receivers, shippers.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynde Co., grain commission.\*  
Watkins Grain Co., commission merchants.  
Whitmore-Cockle Gr. Co., grain commission.  
Wilser Grain Co., commission merchants.

## KOKOMO, IND.

Dutchess, Owen A., grain broker & track buyer.  
Farnsworth, F. H., grain broker and track buyer.

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recrs. & shprs. grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Fruechtenicht, Henry, hay, grain, mill products.  
Thomson & Co., W. A., corn, oats and rye.

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

## MANSFIELD, OHIO.

Goeman Grain Co., grain buyers.\*

## MEMPHIS, TENN.

Merchants Exchange Members.  
Brown & Co., W. P., wholesale grain & hay.\*  
Buxton, E. E., broker and commission merchant.  
Clark, Burkle & Co., grain & hay dealers.  
Davis & Andrews Co., grain dealers.\*  
Horton & Co., J. B., grain & hay commission.  
Scruggs-Robinson Co., brokers & com. merchants.  
U. S. Feed Co., corn, oats, hay, consignments.  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain, hay and millfeed broker.

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MIDDLE POINT, O.

Pollock Gr. Co., trk. byrs., ear corn, oats, straw.

## MILWAUKEE, WIS.

Chamber of Commerce Members.  
Bartlett & Son Co., L., grain commission.\*  
Ellsworth, B. G., grain consignments.  
Hadden Co., E. G., grain commission mchts.\*  
Johnstone & Templeton, grain commission.  
Kamm Company, P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Owen & Co., O. C., grain commission merchants.  
Owen & Brother Co., grain commission.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elevtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson-Newhouse-Stabeck Co., grain commission.\*  
Brown Grain Co., grain commission.\*  
Carter, Sammis & Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies & Co., F. M., grain commission.\*  
Getchell-Tanton Co., grain commission.\*  
Gould Grain Co., grain merchants.\*  
Haukinson & Co., H. L., grain commission.\*  
Malinquist & Co., C. A., grain commission.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinamore Co., consignments solicited.\*  
McDonald & Wyman, grain commission.\*  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.\*  
Stair, Christensen & Timmerman, gr. commission.\*  
Turle & Co., grain commission.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.\*  
Zimmerman, Otto A., barley specialist.\*

## MOBILE, ALA.

Kimbrough Co., E. H., grain buyers.\*

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, pro.

## NEW YORK CITY.

Produce Exchange Members.

Brandt, Robert G., grain broker.\*  
Forbell & Co., L. W., grain commission.\*  
Kusch & Schwartz Co., oats, corn, wheat.  
Robinson, G. B., Jr., grain and millfeeds.  
Yellowlee, R. A., & Co., grain com. mchts.\*

## NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
LeGrand & Burton, grain and hay brokers.\*

## NORTH MANCHESTER, IND.

Kinsey Bros., grain, hay & seed merchants.

## OKLAHOMA CITY, OKLA.

Cowan, Arthur, grain, hay and feed.  
Kolp, E. R. & D. C., grain and seed dealers.

## OMAHA, NEB.

Grain Exchange Members.

Cavers Elevator Co., receivers and shippers.\*  
Crowell Elevator Co., receivers, shippers.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Huntley, E. E., broker.  
Iowa Elevator Co., receivers and shippers.  
Kern, C. E., grain broker.  
Merriam Commission Co., consignments.  
Omaha Elevator Co., receivers, shippers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Uplike Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.

## PEORIA, ILL.

Board of Trade Members.

Arnold & Co., F. W., grain consignments solicited.  
Bowman & Co., Geo. L., grain commission.  
Buckley, Pursley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., grain commission mchts.  
Dewey & Sons, W. W., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Exl. flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Edw. M., grain and feeds.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A. Judson, grain and millfeed.

## PINE BLUFF, ARK.

Westbrook Grain & Commission Co., whol. grain.

## PIQUA, OHIO.

Kress Co., The Harry W., trk. buyers, gr. & hay.\*

## PITTSBURG, PA.

Members Grain and Hay Exchange.

Austen Bros., grain, hay and millfeed.\*  
Elwood & Co., R. D., hay and grain.\*  
Geldel & Dickson, grain and hay.\*  
Hardman & Heck, grain, hay and millfeed.\*  
Heck & Co., W. F., grain, hay and millfeed.\*  
Herb Bros. & Martin, grain and hay.\*  
McCaffrey's Sons Co., Daniel, hay, gr'n, millfeed.\*  
McCazue, R. S., grain, hay.\*  
Seavey & Clark, grain, hay & millfeed.\*  
Smith & Co., J. W., grain, hay, feed.\*  
Stewart, D. G., & Geldel, grain, hay and feed.\*  
Walton Co., Sam'l, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.  
Worth, W. A., cash grain.

## PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay & feed.

## RICHMOND, VA.

Adams Gr. & Prov. Co., grain, feeds, seeds.  
Beveridge & Co., E. T., grain, hay, feeds, seeds.  
Southern Brokerage Co., grain, hay, feeds & seeds.

## SAN ANTONIO, TEX.

Mugge & Co., J. E., wholesale grain and hay.

## SIOUX CITY, IOWA.

Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.  
Flanley Grain Co., grain commission.  
Iowa-Dakota Gr. Co., grain & com. merchants.  
Mystic Milling Co., grain, flour, feed.

## SIOUX FALLS, SO. DAK.

German Grain Co., buyers and shippers.

## ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Bushfield & Co., J. A., grain brokers.  
Elmore Schultz Gr. Co., revrs. & shprs. grain.  
Goffe & Clarkner Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Jones-Wise Com. Co., grain, hay and seeds.\*  
Langenberg Bros. & Co., grain commission.\*  
Morton & Co., grain, hay and seeds.  
Mullaly Com. Co., Martin, consignments.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Toberman, Mackey & Co., consignments solicited.\*  
Turner Grain Co., grain commission.

## STREATOR, ILL.

Mills & Clifford, grain merchants.

## TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
Paddock-Hodge Co., The, receivers & shippers.  
Rundell & Co., W. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenbiser & Co., John, revrs. & shippers of gr.  
Zahn & Co., J. F., grain, seeds.\*

## TOPEKA, KANS.

Derby Grain Co., grain dealers.

## TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

## WASHINGTON, D. C.

Craig, J. V., hay and grain broker.\*

## WICHITA, KANS.

Baldwin-Barr Grain Co., buyers and shippers.  
Craig Grain Co., J. W., consign'ts & mill orders.\*  
Et. Worth Elvtrs. Co. (Wichita, Kas. branch), gr.\*  
Harold Grain Co., J. R., milling wheat.  
Keith Grain & Com. Co., grain & commission.  
Kelly Grain Co., Edward, consignments.  
Kemper Grain Co., The, receivers and shippers.  
Koch Grain Co., Geo., Kansas turkey wheat.  
McCullough Grain Co., consignments.\*  
Norris Grain Co., grain exporters.  
Powell & Co., L. H., receivers and shippers.  
Roehen Grain Co., E. E., consignments.  
Scott & Sons, W. L., grain merchants.  
Strong Grain & Coal Co., B., grain & coal.  
Wallingford Bros., receivers, shippers.\*  
Williamson Grain Co., grain commission.\*  
Woodside Smith Grain Co., receivers & shippers.

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., shippers.

## WINFIELD, KANS.

Hayes & Co., John, wholesale grain.

## WINNIPEG, MAN.

Matheson Lindsay Grain Co., grain commission.  
Richardson & Sons, Ltd., James, grain shippers.

\*Members Grain Dealers National Association.

## BALTIMORE CHAMBER OF COMMERCE MEMBERS

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### CONSIGMENTS A SPECIALTY

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Receivers and Shippers

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GRAIN

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DES MOINES, IOWA

### DES MOINES ELEVATOR CO.

RECEIVERS AND SHIPPERS

GRAIN

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DES MOINES,  
IOWA

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AND

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A SPECIALTY

Clark Brown S. E. Squires

S. E. SQUIRES GRAIN CO.

Hubbell Bldg., Des Moines

SAWERS GRAIN CO.

Grain Commission

Chicago, Ill.



**KANSAS CITY BOARD OF TRADE MEMBERS****E. E. ROAHEN GRAIN COMPANY**

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**Harold Grain Co., J. R.**  
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**Kelly Grain Co., Edward**  
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**Roahen Grain Co., E. E.**  
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"Your wants satisfied in grain"

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Successful because of "Satisfied Customers"

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**SAMUEL WALTON CO.**  
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ESTABLISHED 1879  
**J. W. Smith & Company**  
**PITTSBURGH, PA.**  
**CORN OUR SPECIALTY**

**We want HAY & STRAW**  
We get the top price on consignments, make liberal advancements and prompt remittances.  
**Daniel McCaffrey's Sons Co.**  
Pittsburgh, Pa.  
Refer to Washington Trust Co., or any bank in city.

Established **1872**—Isn't that sufficient to assure you of good returns.

**D. G. STEWART & GEIDEL**

Proprietors Iron City Elevator **Pittsburgh, Pa.**  
—the only fireproof one in Pittsburgh.

**W. F. HECK & CO.**  
Will handle your consignments on regular terms, or buy outright  
**GRAIN, HAY, STRAW and MILL-FEED**  
Car or mixed car lots  
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can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain trade's accepted medium for "wanted" and "for sale" ads.

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Is a record book designed to afford ready reference to the entry or record of any car number. Facing pages 11x14½ inches of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

ORDER FORM 40 contains 36 pages, bound in heavy canvas covers with spaces for registering 9,000 cars. Price, \$1.50.

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**GRAIN DEALERS JOURNAL, 315 So. La Salle St., Chicago, Ill.**



**RECEIVERS, SHIPPERS AND BROKERS.****Attention, Exporters  
Wheat****DERBY GRAIN CO.,** TOPEKA,  
KAN.**E. A. GRUBBS GRAIN CO.**  
Greenville, OhioWants Correspondence with members of the  
Grain Dealers National in Ohio, Indiana and  
Illinois. We want strictly sound winter wheat,  
yellow shelled corn and re-cleaned white oats.**W. A. THOMSON & CO.**

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ASK FOR PRICES

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Gluten Feed Empire State Grains Mill Feed

**CANADIAN GRAIN**Anything in the line of wheat,  
oats, barley or flax for Feed or  
Seed purposes.

WRITE our nearest office.

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QUEBEC**STOCKBRIDGE  
SERVICE  
SATISFIES**

"That's the Reason"

Stockbridge Elevator Co., Jackson, Mich.

**JOHN WICKENHISER & CO.**

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We make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.Members Toledo Produce Exchange and Chicago  
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BUYERS OF CAR LOTS

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Your Consignments Solicited.**The D. W. RANLET CO.**

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Cash buyers of all kinds of grain, for the  
New England Territory, Sample wheat,  
barley, screenings, oat-feed, malt sprouts,  
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**If Your Business**isn't worth advertising  
advertise it for sale**CEDAR RAPIDS GRAIN CO.**

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Ask for track bids

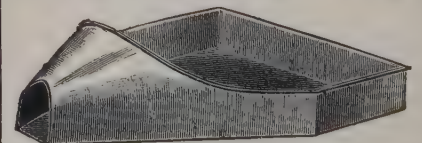
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and can make prompt delivery

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For any of the above, address

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Made of Aluminum, strong, light and well made.  
Will not Rust or Tarnish.Grain Size, 2½x12x16½ inches.....\$1.50  
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Because—they are safe, convenient, reliable and long lived.

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Using ordinary 3 pole switch for starting



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These motors are supplied entirely open, totally enclosed, with perforated covers or ventilating and shield, thus adapting them to any location, damp, dry, clean or dusty.

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They may be mounted on the floor, suspended from the ceiling, mounted on the wall or built into the machine.

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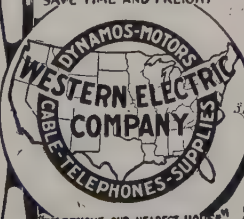
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Our experience is at your service on your power generation

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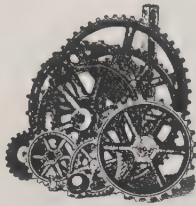
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All kinds



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**Get Our Prices on Gasoline Engines and  
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Will Save You Money.**

**SPECIAL PRICES ON COMPLETE  
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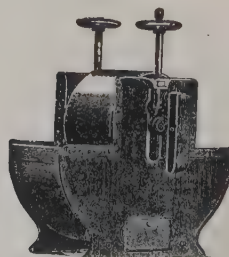
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CAN BE HAD FROM THE

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**CAST IRON BOOTS**  
Adjustable. All sizes.



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All styles. Royersford, Com-  
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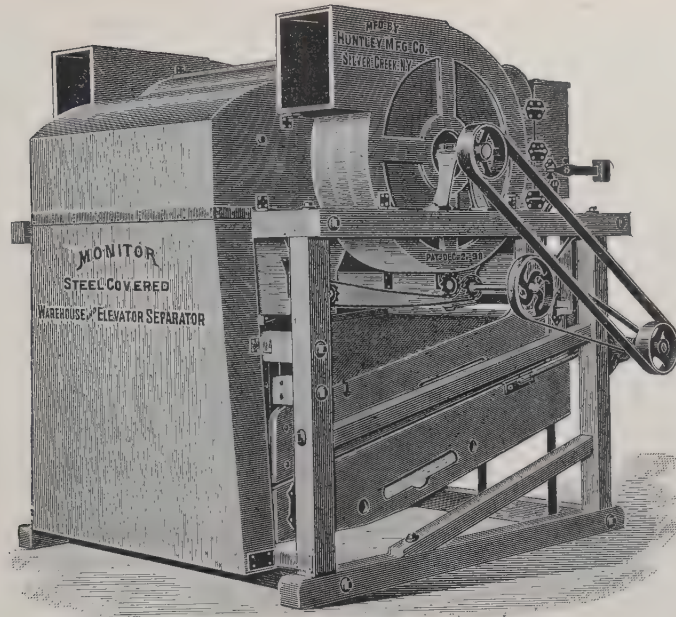
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Best material. Made in any size.



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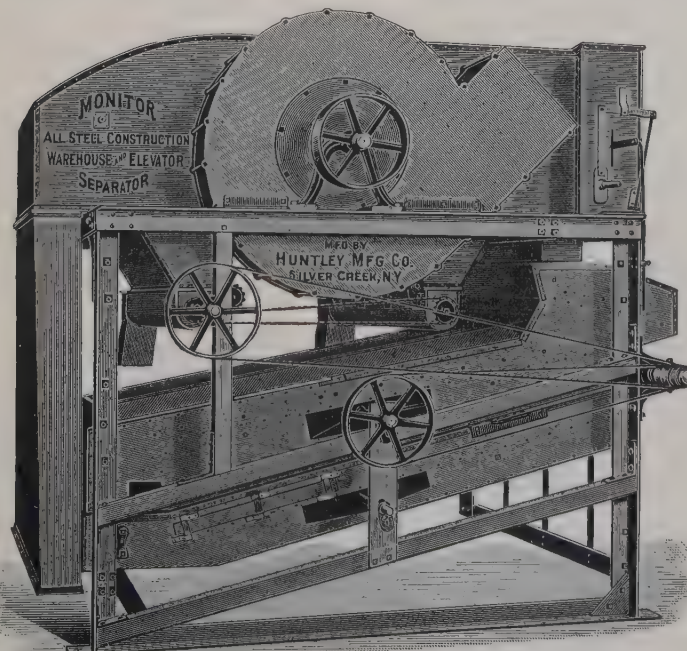
**Patented**

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# **Fireproof Grain Cleaners**

Fire-proof and wear-proof—practically indestructible from any cause. During the past fourteen years a majority, we repeat, *a majority*, of the most modern design, completely outfitted, fire-proof elevators built in the United States and Canada, have been equipped with "Monitor" Fire-proof Grain Cleaners. It is noteworthy that in obtaining fire-proof qualities we have sacrificed none of the many renowned features of our famous "Monitor" Two-fan Grain Cleaners—our "fireproof" machines are equally as efficient in every way as our standard make of "Monitors." We build 134 types of standard construction grain cleaners, and many of them are also produced in fire-proof design. For clean cut improvements of a decidedly pronounced character the "Monitor" easily ranks first, being acknowledged by the trade everywhere as the closest cleaning, most economically operating cleaner of today. If you are considering a fire-proof elevator decide now to make it the best money will buy by installing fire-proof "Monitors."

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**All-Steel-  
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Construction**

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## REXALL DOUBLE STITCHED BELTING

WAS ADOPTED EXCLUSIVELY IN THIS PLANT

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Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

## GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

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## GRAIN ELEVATOR BUILDERS

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CONTRACTOR  
OF  
**Grain Elevators.**

Especially Designed for Economy  
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LINCOLN, NEB.

Now is the time,  
Elevator men,  
When you should  
Estimate what you are  
Liable to need in the  
Line of Elevator construction or repair work,  
this Spring.

Then get figures from

**NEWELL**  
CONSTRUCTION CO.  
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Give him the first job, he'll get the  
RE-NEWELL.

**Want a Job?**—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal.

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A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book, 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, is printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$1.50.

**GRAIN DEALERS JOURNAL**

La Salle Street, CHICAGO, ILL.

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Together with "Wagon Loads Received," it forms a very good set of books for a country dealer.

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La Salle St. Chicago, Ill.

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None build better

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Satisfaction Guaranteed

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going to build or remodel? If so, write

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and general contractors. Modern and  
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**Do You Want to  
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Send for our **FREE** Booklet,  
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Satisfaction Assured You

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"The **CHALLENGE** Dump  
is the first step in the  
Safety First campaign."

A **CHALLENGE** Dump will  
dump truck  
wagons or  
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with equal  
facility.

THAT'S A  
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Free trial  
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If you are contemplating remodeling or the building of a new dump, don't rely on your contractor to tell you what is best. Write at once to us and get further particulars and investigate for yourself. 90 days trial.

Two men can install one set in half a day. Building instructions mailed with bill of lading.

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 Farmers' Elevator Co., Bayard, Iowa.  
 Farmers' Elevator Co., Marathon, Iowa.  
 Farmers' Elevator Co., Eldridge, Iowa.  
 Farmers' Elevator Co., Merrill, Iowa.  
 Farmers' Elevator Co., Pocahontas, Iowa.  
 Farmers' Elevator Co., Gayville, S. D.  
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**From a ten-penny nail**  
 to the largest timber

every part of a  
**RELIANCE**  
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 is installed for a purpose, and installed so it will serve its purpose. Plans and estimates.

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 Correspondence Solicited  
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 Plans submitted. Correspondence solicited.  
 Offices at  
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Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

**GRAIN DEALERS JOURNAL**  
 OF CHICAGO

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Elevators built by Moore are time savers. Ask any owner of one  
**W. S. MOORE**  
**Frankfort, Indiana**

### J. A. HORN FRANKFORT, IND.

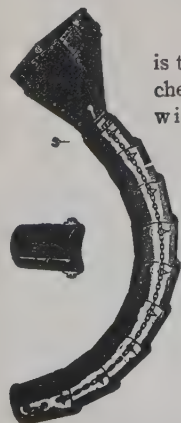
624 Board of Trade Bldg., Indianapolis, Ind.  
 Contractor, Designer and Builder of  
**Grain Elevators, Mills & Warehouses**  
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can be introduced to the progressive grain dealers of the country under most favorable circumstances (and you will be in good company) by the judicious use of space in the  
**GRAIN DEALERS JOURNAL, OF CHICAGO**

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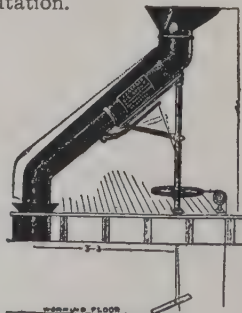
**PATENT FLEXIBLE CHAIN**  
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**SPOUT**



is the best, yet cheapest, as it will outwear two ordinary flexible spouts. Made of metal almost equal to saw blade. Noteswivel joint at S.

**IMPROVED DISTRIBUTING**  
**SPOUTS**

will absolutely prevent the mixing of grain. The best of material and workmanship have given them a world wide reputation.



Don't accept those "Almost as good."  
 For satisfaction, get the genuine, made by

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**MINNEAPOLIS, MINNESOTA**

**Reinforced Concrete Grain Elevator, Feed Mill and Warehouse, built in 1910 for Buffalo Cereal Co., at Buffalo, N. Y.**



**Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.**

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Chamber of Commerce

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**GRAIN ELEVATORS, WARE-  
HOUSES, STORAGE TANKS,  
SEED HOUSES**

Built of  
**Wood or Fireproof Material**  
**PLANS — SPECIFICATIONS — ESTIMATES**  
Give me a chance to figure with you  
before making contract.

**T. E. IBBERSON**  
Minneapolis :: Minnesota



When Better  
Elevators are  
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will build them

Ask those who have them.

Over 400 in use today.

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Successors to

**L. O. HICKOK & SON**  
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**WOOD OR FIREPROOF**  
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PNEUMATIC AND MECHANICAL  
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Designing and Construction  
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**WITHERSPOON-ENGLAR CO.**  
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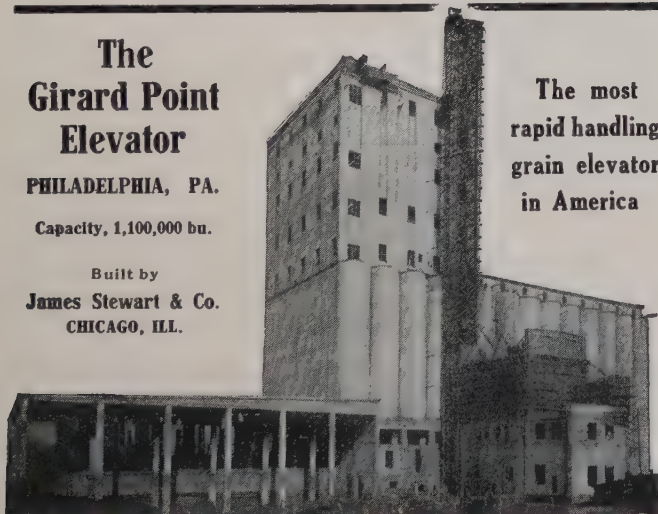
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Capacity, 1,100,000 bu.

Built by  
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The most  
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This Fire Proof Seed Warehouse and  
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Concrete frame with brick enclosing  
walls just completed for the Courteen  
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WITH NO REGRETS**

Users consider our "NEW ERA" MANLIFTS to be the best—always reliable. We also make

HAND ELEVATORS  
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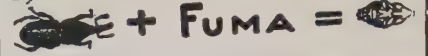
**Western Shellers & Cleaners**

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Live weevil plus a little Fuma equals  
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**Fumigate Your Elevators and Mills with**

**FUMA**

The only satisfactory method of treating grain  
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10c. per lb., in 50 lb. and 100 lb. drums.

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Is built for service. Made from  
Selected White Birch, has direct  
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vice that will not fail, runs easy,  
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Has wire cable and cotton hand  
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# WOLF EMPLOYEES ELEVATOR

you would order one before night. Ask what the advantages  
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Write us for our Special  
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DO IT NOW

**HASTINGS**

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## Safety Should Be Your Watchword!

Install a manlift in  
your elevator that will  
not endanger the lives  
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The Bird Cable Guide  
Manlift can be in-  
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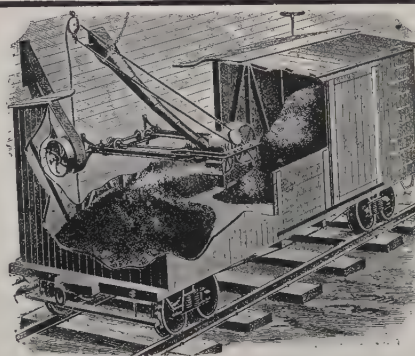
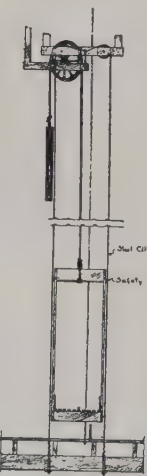
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the cost of others. Special  
features include safety de-  
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wire rope guides easily kept  
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on main top sheave. Safety  
first, install a Bird.

Write or full particulars.

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Corn Exchange  
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## IT CLEANS THE GRAIN

It removes dust from oats, as well as dust  
from all other grains. It is compact, and when  
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building. The

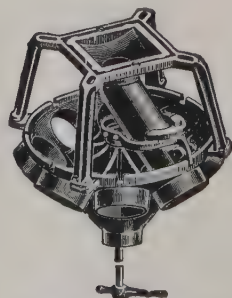
## CHAMPION CAR MOVER

will do all we claim for it. It is made of steel  
and stands weather exposure. Write to-day for  
particulars and price.

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Double the capacity of an ordinary leg with one-tenth the labor.  
No mixing grain. No choking belts. No danger of fires. They last  
forever. They are marvels of simplicity. Send for catalogues.



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The average man thinks a sheet metal spout for  
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Distributor is saving him money. The engineer  
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of grain elevators. You can make your wants  
known quickly by advertising in the "Elevators  
for Sale and Wanted" columns.

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Then consult the "Elevators  
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of the Grain Dealers Journal.



# Indispensable in Flour Mill or Elevator

## Barnard's Employees Belt Elevator

saves the energy and time of both employer and employees.

It moves them easily and quickly from floor to floor and enables them to give better and more frequent inspection to machinery and plant.



Pat. Feb. 24, 1914

Is superior to other elevators of its class because of its patented features.

The platforms do not tip but have an independent bracket support and rollers for each tread.

The new construction also furnishes a guide to the carrying rolls against displacement, either inward or outward, making the platform entirely free from tipping or swaying.

Is entirely free from the jerk and jar which is a disagreeable feature of other elevators.

These features in connection with its all steel construction, makes it one of the most durable, silent and efficient elevators on the market.

Give it a trial.

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### MILL BUILDERS AND

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ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



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We carry a large stock and can fill orders promptly.

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We handle a full line and can give you a machine for any kind of work you want to do.

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The best work—quick service.

Write us for Catalog and Prices on anything you need.

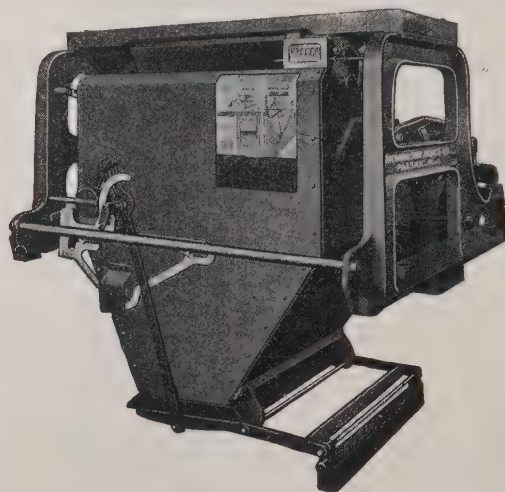
*The*  
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Northwestern Agents for

Invincible Grain Cleaners,  
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# You Buy Grain

Over your wagon scale—but do you weigh it before shipment? Hundreds of grain dealers don't. Are you



among that class? Can you afford to ship thousands of dollars worth of your grain without a check?

Install a RICHARDSON AUTOMATIC SCALE and be positive of your shipping weights. Don't put it off—phone—

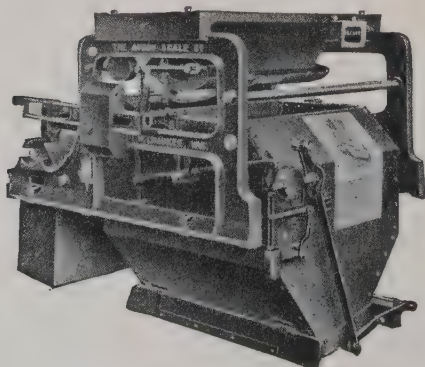
wire or write TODAY—it won't obligate you.

## Richardson Scale Co.

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It's a Money Saver from the minute it's installed. Every user knows accurately the amount of grain shipped out in every car, and the number of bushels in every wagon load. The construction, material, design and operation of an Avery Scale is the best that has been found thru years of experiment, study and practice. The first cost may be a little more, but the last cost is very much less, and that's the one you reckon by.



**EVERY SCALE CO.**  
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## The Grain Man's Home



**Reserve Your Room Now  
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# Hotel English

**Indianapolis, Indiana**  
(Opposite Board of Trade)



## Claim Losses Prevented

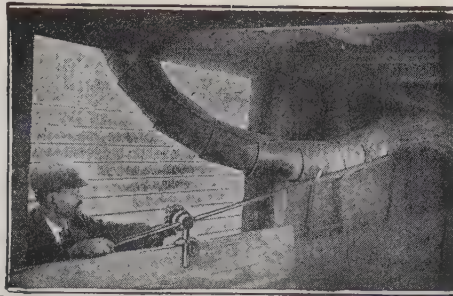
by **TYDEN SELF-LOCKING CAR SEALS** bearing your name and consecutive numbers. Thousands of shippers use them.

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## The Englehart Flexible Spout Holder and Carloader

Saves Time, Labor, Health and Money. What more? And every Elevator can easily afford one, and should have one. Guaranteed for one year, and will no doubt last a lifetime. Saves the time and labor of climbing into car to tie up spout and shoveling in the poisonous dust while loading. Hundreds in use in 18 different states.

Lowest prices on Flexible Spouts, Automatic Hopper Tallies and Racine Separators, and all Supplies.

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## BOWSER FEED MILLS

## GROW HEALTHY STOCK

Crush ear corn (with or without shucks) and grind all kinds of small grain.

Handy to operate—**lightest running**. 10 sizes; 2 to 25 h. p., capacity 6 to 200 bushels. Conical shape Grinders. Different from all others.

Write for Catalog and folder about the value of different feeds and manures.

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## Grain Storage Receipts

Designed to be used by country elevator men, who store grain for patrons, in keeping a record of grain stored.

These receipts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The receipt is signed by the elevator man and shows he has received in store of.....net bus.....Wheat to be stored and insured under following conditions, etc.

The stub is used for recording the name of the owner of the wheat, the number of gross bus., dockage bus., and net bus., and lbs., grade and dockage per bu.

Each book contains 50 receipts printed on bond paper, 10½x3½ in.

Order form No. 4. Price 50 cents.

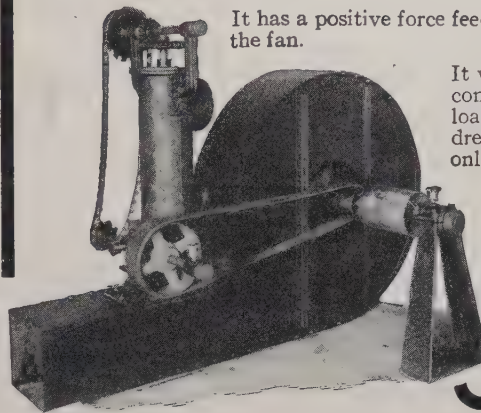
**GRAIN DEALERS JOURNAL**

315 S. LaSalle St. CHICAGO, ILL.

If you want the best machine for handling grain in any condition, look over the

## Bernert Pneumatic Conveyor

It has a positive force feed, that can be used anywhere ahead of the fan.



It will not crack or bruise grain, in any condition, dry or wet. It will convey and load cars, just as effectually, several hundred feet away as if the distance were only ten feet. It will do elevating, and transfer around angles. It will trim the largest boat to the fullest capacity, quickly and effectually. It will deliver the material where desired. For more information, write for catalog No. 5 to

**BERNERT MFG. CO.**

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## DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

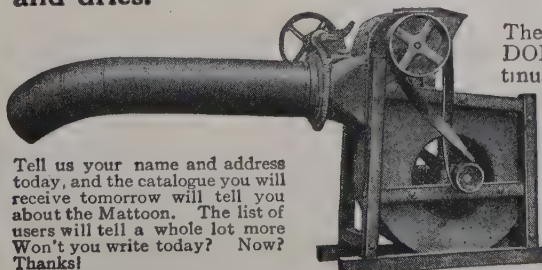
**GRAIN DEALERS JOURNAL,**

La Salle St., Chicago, Ill.

## A Mattoon Car Loader

not only fills the largest car to full capacity, but actually betters the quality of your grain.

This combined grain cleaner and pneumatic car loader cleans, cools and dries.



Tell us your name and address today, and the catalogue you will receive tomorrow will tell you about the Mattoon. The list of users will tell a whole lot more. Won't you write today? Now? Thanks!



Showing the loading of dirt in center of cars loaded with gravity spouts, or common automatic loaders.

Showing even distribution of grain by the Mattoon Pneumatic Car Loader and Grain Cleaner. No dirt.

The grain is blown out, not forced out by revolving fans, hence the Mattoon DOES NOT MILL OR CRACK THE GRAIN. The loading spout is continually traveling from left to right in semi-circles, thus causing an even distribution of the grain, chaff and lighter grains. A Mattoon prevents the depositing of dirt, chaff small pieces of grain in the center of the car, as is common with gravity and other automatic loading spouts, and causing hot and off-grade grain.

The Mattoon is perfect in principle, practical in design, automatic in action, durable in construction, simple and easy in operation, and requires no attention after starting.

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**



# GRAIN ELEVATOR EQUIPMENT

We Stock and Manufacture a Complete Line of Equipment for

## GRAIN ELEVATORS

PROMPT SHIPMENTS GUARANTEED

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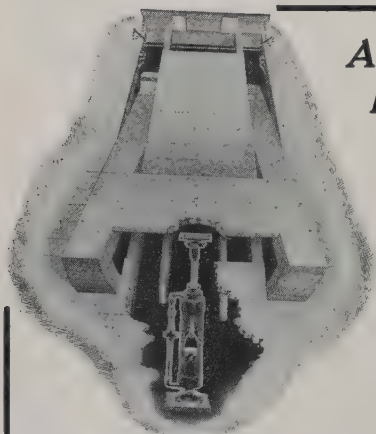
**The Manitoba Bridge and Iron Works, Ltd.**  
WINNIPEG, CAN.

IT IS TO YOUR INTEREST TO LET US QUOTE YOU PRICES ON

## ELEVATOR MACHINERY AND SUPPLIES

We carry the most complete stock in Western Canada and can ship promptly

**The Strong-Scott Mfg. Co., Ltd.**  
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### A Good Investment— An Automatic Dump Controller

It not only saves you the cost of many heavy damage losses throughout the year but brings you business as well. Farmers

go where there is an Automatic Dump Controller because of its safety.

Simple, durable, automatic, no gearing, easily installed on any dump, out of the way, self-lubricating and does not affect the sink room. We guarantee it. A larger number in use than all others combined.

Write for prices and particulars today.

### McMillin Elevators

If you contemplate the building of a new elevator or the remodeling of your old one you will make no mistake in consulting me before letting the contract. Quality elevators is my specialty.

**L. J. McMillin** Board of Trade  
INDIANAPOLIS, IND.

## ELEVATOR MACHINERY

**G**RAIN DRYERS—All sizes, CRUSHERS, SHELLERS and MILLS CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS

SEND FOR DESCRIPTIVE CATALOG OF WHAT YOU WANT

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## Shippers' Record Book

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 carloads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH" and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Order Form 20, Price \$1.75

**GRAIN DEALERS JOURNAL**  
La Salle Street CHICAGO, ILL.



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Tear out this page and keep it handy, some place on your desk or in front of you. Then, when you think of something that's worn out or inadequate, or not up to the plane of efficiency the handling of this big new crop will require, put a check in the right place. Then later, send that list to us, knowing that you'll get the "best for the purpose" there is. Maybe we have overlooked something in our list, but you may be sure that everything required in and about an elevator is included in the WESTERN LINE.

And it is far and away the safest and most dependable for your constant and exclusive use. In all the equipment listed, there is not a machine or appliance that does not measure up to the standard, or is of doubtful character or unproven quality.

Bearings  
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All orders, large and small, receive the same careful attention. We pride ourselves on prompt shipments. Give our service a trial.

Your copy of "Everything from Pit to Cupola" is ready. Send for it.

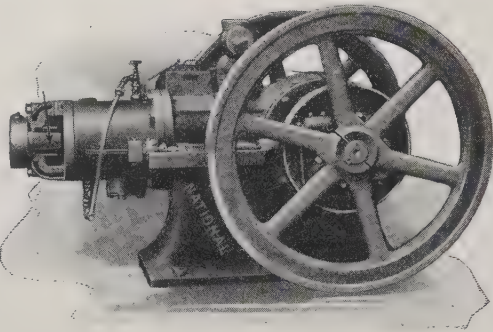
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Cheaper power, better service, spells greater profit for you.

A National Oil Engine will bring this about. It burns all the lower grades of oils. It is simple in design, substantial in construction, has no complicated parts, requires no batteries, magnetos, hot tubes, spark plugs, carburetors or mixing valves.

The earlier you install one the greater your saving will be.

Get our catalog and prices.

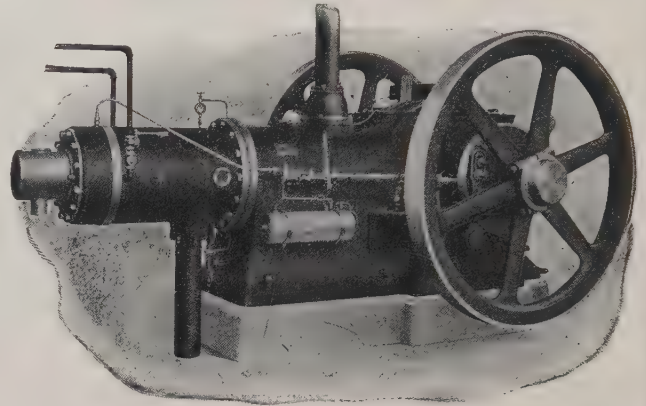
Do it now.

**National Steam Pump Company**  
Upper Sandusky, Ohio

## CERTAINLY, YOU HAVE HEARD ABOUT THE "MUNCIE OIL ENGINE"

The Ideal, LOW COST POWER UNIT, USES LOWEST GRADES OF CRUDE OIL OR FUEL OIL COSTING TWO TO THREE CENTS PER GALLON AT REFINERIES. You can run a fifty H. P. Muncie for 20 to 25c per hour full load.

CHEAPER than any other power, better than steam, steady as electric power, quick started, always ready for business, carries ample overload, liberal proportions. Approved by underwriters and sold on POSITIVE GUARANTEE. Thousands in use. Mill owners everywhere specify THE MUNCIE. Write for full particulars of saving we can make you. State size needed and will send you latest catalogues of full line.



Type "C". Sizes 40, 50, 60, 75 and 100 H. P.

**Muncie Oil Engine Co.**

54 Ohio, Corner Railroad Muncie, Ind., U. S. A.

## You Know

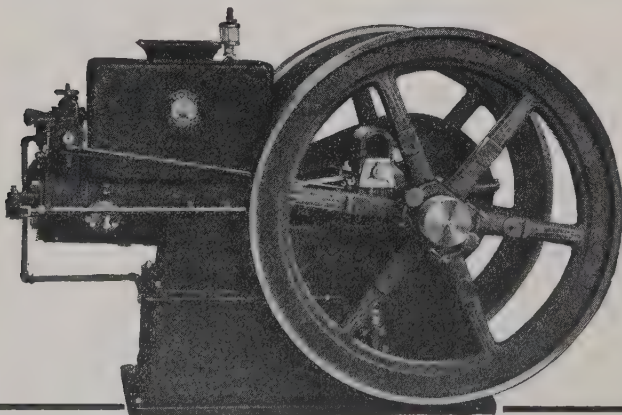
You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.

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Clark's Vest Pocket Grain Tables reduce pounds to bushel on any number of pounds from 10 to 100,000. Printed on ledger paper in red and black. The red figures show the pounds and the black the bushels and pounds.

The tables show the following reductions: Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs. Timothy Seed at 45 lbs.

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You may be able to buy an Engine that is cheaper than the Lauson Frost King but the reliability won't be there.

It won't have that Lasting Economy of Operation—that Ability to stay on the job 365 days in the year and 24 hours a day that characterizes every Lauson engine.

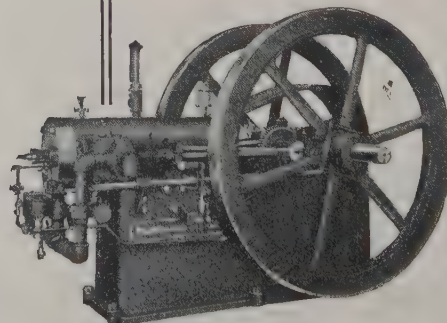
There is a reason behind Lauson Reliability and Low Cost of Up-keep, namely: Design, Material and Workmanship. It is a question of better Quality, perhaps not noticeable at first, yet Quality that shows in Years of Extra Service. It is Worth the Difference.

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Sizes  
5 to 80  
h. p.  
Other  
types  
to  
200 h. p.

Use Low Price Fuels

Operate Equally Well on Kerosene, Gasoline or Low Grade Distillate.

Write for Catalog 12K550

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## IT'S WORTH \$31.00 TO \$35.00 A TON

Instead of selling your screenings at a "give-away" price, for others to make a big profit on, why not extract the valuable mustard seed?

With the Eureka Spiral Mustard Separator, we guarantee to make an absolutely perfect separation of pure mustard seed from grass seeds and all fine screenings. This extraordinary little machine is self-acting, requires no power whatever, may be moved about from place to place, and ONLY COSTS SIXTY-FIVE DOLLARS.

Those interested are invited to send us a sample of their fine screenings, and, after making the separations, we will return them.

A Trade Mark,  
"To Distinguish the  
Best from the Rest"



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THE  
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# The "Monarch" Ball Bearing Attrition Mill

Supplied for Direct Electric Motor or Belt Drives

THE  
"MONARCH"  
WAY

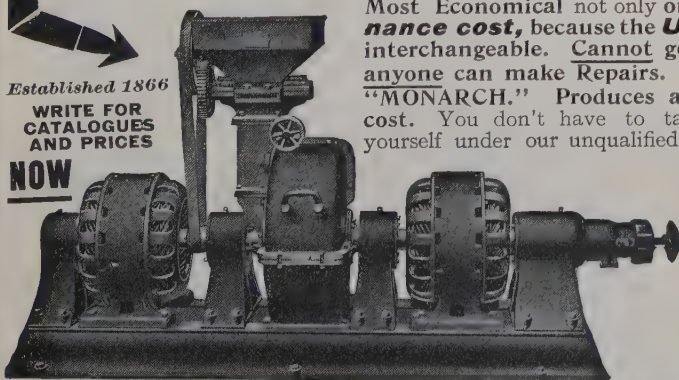
Most economical in operation because it requires 25% to 50% less power than Babbitt or a Brass Bearing Mill. It is lubricated by means of compression Grease Cups, eliminating the use of Oil, cutting down the cost of operation and thus raising the standard of cleanliness.

Most Economical not only on account of the Saving in power, but also in **maintenance cost**, because the **Up-keep expense is practically nothing**. All parts interchangeable. **Cannot get out of tram and is so Simple in Construction that anyone can make Repairs**. You never lose time or run up big Repair Bills with a "MONARCH." Produces a better quality and larger quantity of work at less cost. You don't have to take any man's word about the "MONARCH." Satisfy yourself under our unqualified guarantee.

Established 1866

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THE MILL BUILDERS

P. O. BOX 26

MUNCY, PENN'A

Ask us for details on the "Monarch"  
Ear Corn and Cob Crusher.

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"MONARCH" BALL BEARING DIRECT CONNECTED MOTOR DRIVEN ATTRITION MILL  
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No. 9 South Clinton Street

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We manufacture the largest, most improved and most complete line of machinery and supplies for Flour and Feed Mills, Grain Elevators, etc., in the world.

Please send me detailed information about your wonderful "Monarch" Ball Bearing Attrition Mill.

Name .....

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# The Profit in Your Business is the One Factor that Causes You to Continue

ONE EFFICIENT METHOD of increasing your business is by stopping the leaks. DID YOU EVER ASK YOURSELF WHY nearly twenty per cent of all cars weighed by weighing departments in 1913 arrived at unloading elevators leaking grain?

WHY 64% OF ALL THESE BOX CAR LEAKS were caused by loose, bulged and defective sheathings at the sides and ends of cars?

THESE TRANSIT LEAKS ARE PREVENTABLE by the use of the Kennedy Car Liners. They have been adopted by the majority of grain shippers all over the grain growing section of the country. Enormously increased sales each year denote their merit and efficient service.

THE KENNEDY CAR LINERS give maximum transit insurance at minimum cost to shipper.

THERE IS ONLY ONE Kennedy System of Car Liners, especially designed for the prevention of transit leaks.

HARVEST WILL SOON BE HERE, and during this season of the year you are compelled to load cars out of condition, and dangerous for grain loading. Be Prepared! SEND NOW for a list of assorted Liners.

**The Kennedy Car Liner & Bag Company**  
Shelbyville, Indiana, U. S. A.

**Beall**  
THE MARK OF QUALITY

## The New Beall Rotating Warehouse and Elevator Separator

*The ONE by which the OTHERS are judged*

For the cleaning of wheat, corn, oats, barley rye, rice and all small grains, it is superior to any cleaner of its kind on the market. See it in action  
There are many good reasons why  
you should learn

### Some of Its Advantages

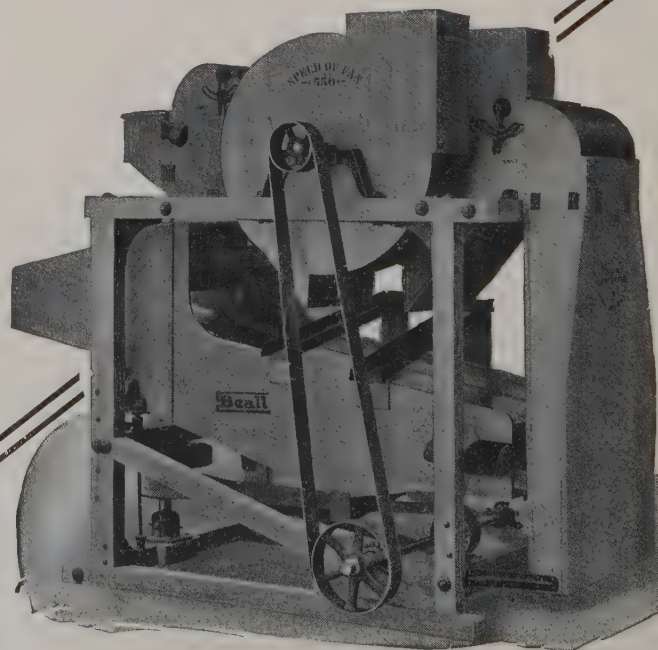
This Separator has four decided advantages which will instantly appeal to the man who has actual practical knowledge of what is required in a grain cleaner:

1. Rotating motion, slow speed and perfect balance.
2. Two fans working independent of each other.
3. Large capacity for amount of floor space used.
4. Small amount of horse power required.

*Send for illustrated literature.*

**The Beall Improvements Co., Inc.**  
DECATUR, ILL.

Fully  
Guaranteed





## Every Man Must Push

his own business if he is going to be successful. He must plan and execute carefully. If he buys a

# RICHARDSON GRAIN SEPARATOR

he scores heavily on the credit side of the ledger. He is sure of the best possible separations on his Oats, Wheat and Barley. Look over these who "are wise."

Union Terminal Elevator Co., Minneapolis  
Consolidated Elevator Co., Duluth  
Armour Grain Co., Chicago  
Niagara Elevator Co., Niagara, N. D.  
Farmers' Elevator Co., Bordulac, N. D.  
Star Elevator Co., Jamestown, N. D.  
Farmers' Elevator Co., Northfield, Minn.

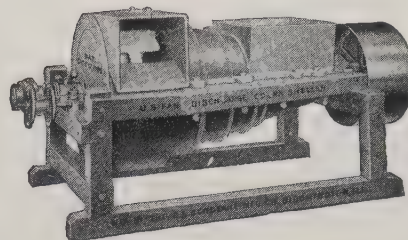
We have hundreds of letters stating that these machines have actually paid for themselves in thirty days' time. Get one on thirty days' trial and let it earn its own cost during that time.

## Grain Separator Co.

Sparta, Wis    Winnipeg, Canada    P. O. Box 726

## U. S. Corn Sheller

Pat. Oct. 17, 1905



### ANOTHER UNSOLICITED TESTIMONIAL

Scircleville, Ind., Dec. 26, 1913

Gentlemen:

Enclosed please find check for \$120.00, Inv. 11-1-13, and trust same will be found correct. Sheller is O. K., and we are more than pleased with it.

Yours truly,

SCIRCLEVILLE GRAIN CO.

The above sheller is mounted on a wood frame, has reinforced shells which bolt underneath and on top of the frame, making it the quickest repaired of any sheller on the market. The cylinder is separate from the fan and in three sections. The fan is of new design which eliminates the past dust annoyance.

Investigate before buying elsewhere.

THE B. S. CONSTANT MFG. CO.  
BLOOMINGTON, ILL.

## Determine the exact dockage of every load of wheat

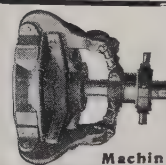
### THE EMERSON OATS FROM WHEAT TESTER

eliminates all guesswork in dockage, and saves all the wheat.

Over 1500 elevators now using this tester.

The EMERSON is the most convenient and satisfactory wheat tester made. The saving in wheat, time, mistakes and money soon pays for the Emerson. Write today for further particulars.

WM. H. EMERSON & SONS  
DETROIT, MICH.    WINDSOR, ONT.



DON'T PAY TWO PRICES for a Friction Clutch. Some sizes as low as one dollar per horsepower. This clutch will carry 25 to 50% overload. Built any size 5 to 100 HP. Write today for circular and discounts.

Decatur Fdy. Furnace & Machine Co., Dept. D, Decatur, Ind.

### Use the NEW SCHULTZ FRICTION CLUTCH

if you want the BEST. Neat in design, strong in grip, and easy to adjust. Successfully operated on all kinds of machinery. Simple, dependable, economical.

Everything in Transmission and Conveyors

Get the S. & S. Catalog.

A. L. SCHULTZ & SON,  
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## SCALE TICKET COPYING BOOK

This book contains 125 leaves of scale tickets, four to a leaf. Each leaf folds back on itself so as with the use of a sheet of carbon to make a complete and perfect copy of the original on the stub which remains in the book. The original tickets form the outer half of the page, so the removal of any ticket does not disturb the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weighers Signature. Size, 9 1/2 x 11 inches. Printed on good paper.

Order Form No. 73. PRICE \$1.00.

GRAIN DEALERS JOURNAL,    La Salle St., Chicago, Ill.

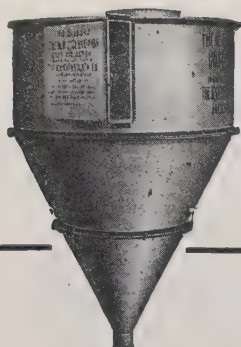
## GRAIN CONTRACTS

Form 10 is a duplicating contract book, containing 100 original and 100 duplicate contracts for contracting the purchase of grain from farmers; originals and duplicates are printed on bond paper of different colors, with spaces on the back of the leaf for entering grain delivered on the contract. By using a sheet of carbon paper between the original and the duplicate, each entry on one is duplicated on the other. The contracts are numbered in duplicate. Check bound, size 5 1/4 x 8 1/4 inches. Machine perforated. Price with four sheets of carbon paper, \$1.00.

### GRAIN DEALERS JOURNAL

315 S. La Salle Street    Chicago, Ill.





### **Don't Waste Wind**

*It costs money to produce an air current with a fan.*

*What's the use of having the air current double back and choke itself.*

### **The New "1905" Cyclone Dust Collector**

SAVES THAT WASTE

**The Knickerbocker Co.  
JACKSON, MICH.**

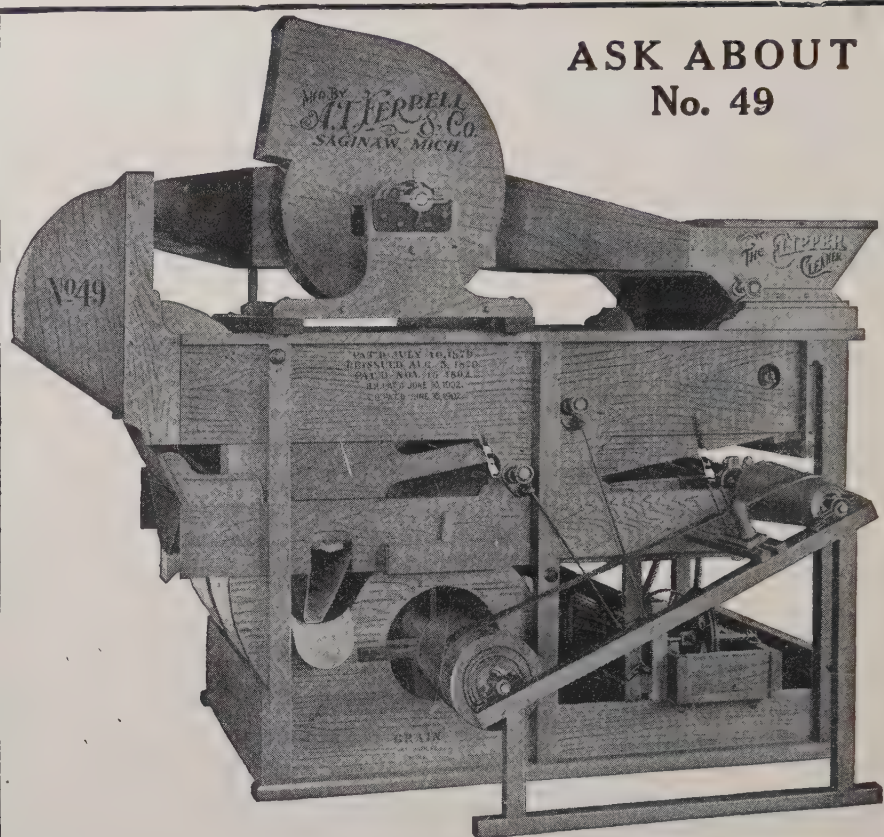
Write for our Catalog on Dust Collectors.

### **The 6-Column Entry Book**

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 6 narrow columns on each of its 150, 9½x12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and bound in marble board covers with Russia leather back and corners. Order Form No. 6.

Price \$1.00.

GRAIN DEALERS JOURNAL  
La Salle Street, Chicago, Ill.



**ASK ABOUT  
No. 49**

## **Thousands of local elevators are using the "Clipper"**

Thousands of local elevators are using the "Clipper," because of its economical and successful cleaning of all kinds of grain, clovers, timothy, flax, corn, etc.

No other cleaner has equaled the fine separations of the "Clipper." No other of medium price is as well adapted for this class of work.

**Quick, easy and simple in installation and operation. With or without traveling brushes. All modern improvements.**

The "Clipper" requires but one-fourth the power of any other suction cleaner made of equal capacity, and has a wider range of variety of work.

We have the successful combination cleaner. We guarantee satisfaction. Let us send our catalog and sample screen plate.

**A. T. Ferrell & Company**  
Saginaw, W. S., Michigan

**Every Time You Open That Dump  
Door, THINK Of The**

### **"B.W." DUMP DOOR OPERATOR**

The weight of the door is **exactly counter-balanced**, so labor is eliminated. The operating handle can be placed near scale beam or wherever most convenient, saving time and steps.

**Easy to Install**

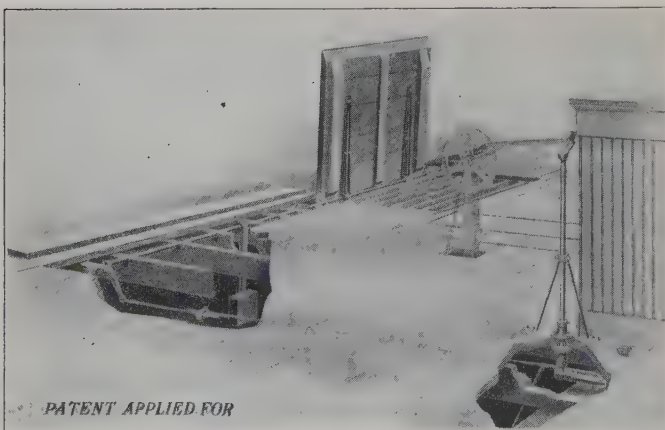
**Order Early**

*Write for descriptive circular*

**BARSTOW-WARNER CO., Mfrs.**

1234 Central Avenue

MINNEAPOLIS, MINN.



PATENT APPLIED FOR



# Separate the Wheat from the Oats

Under the very best of conditions, oats and barley will get into the wheat, making a mixture that is objectionable. Using all possible care, this is a condition that has to be dealt with and a separation should be made.

It is unwise to ship such mixed grains to market as the presence of either lessens the value of both.

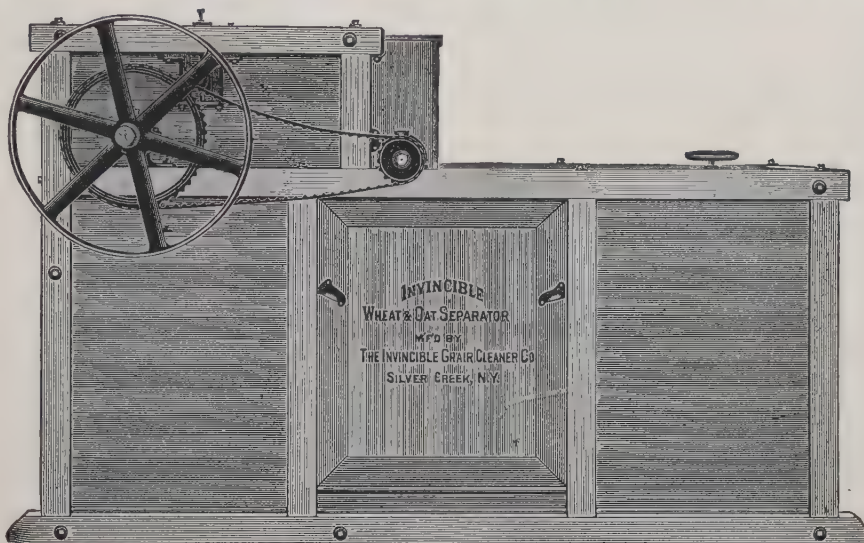
Hence, every every elevator should have an

## Invincible Wheat and Oat Separator

This machine has the advantage over the receiving separator as it will not tail over the larger kernels of wheat.

It will also take the tailings from the separators containing the large wheat and separate and save the wheat. This means a saving and a profit that has been slipping by you.

This machine is not expensive and will soon pay for itself by increasing the value of the grain shipped and saving what would otherwise be wasted.



Write for prices and further particulars to

## INVINCIBLE GRAIN CLEANER CO.

SILVER CREEK, N. Y.

F. H. MORLEY, Jr., 1041 Webster Bldg., Chicago, Ill.  
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CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED  
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J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.

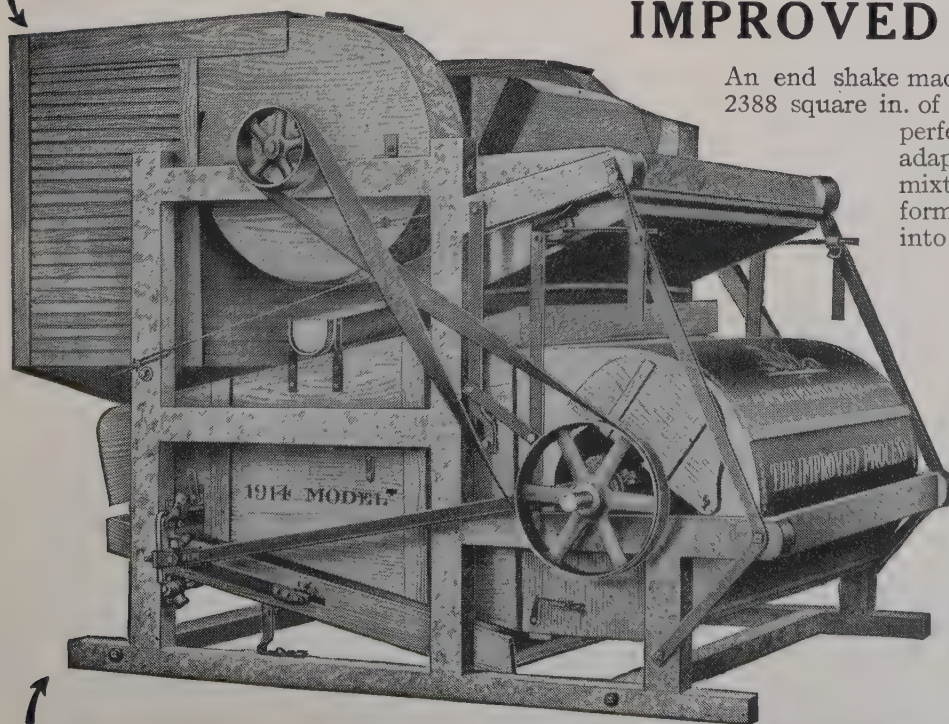
SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,

STRONG-SCOTT MFG. CO., Minneapolis Minn.

# A NEW FOSSTON PROFIT MAKER

A Big Capacity Combination Cleaner with Unexcelled Separating Qualities.  
We Introduce It to You as the

## IMPROVED PROCESS



An end shake machine, perfectly counterbalanced, 2388 square in. of sieve surface, suction and blast perfectly controlled and regulated, adapted to all kinds of grain in all mixtures and conditions. It transforms the gloomy wild oats question into a pleasant smile.

Equipped with or without Automatic Cleaning Device. Installed on earnings contract or liberal cash terms. An expert from the factory will help you install and show you how to get results,

Ask for catalog and particulars—free.

**FOSTON**  
Manufacturing Co.

140 Merriam Park,  
ST. PAUL, MINN.



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**WESTERN INDIANA** elvtr. in corn belt on Pan Handle R. R.; 50,000 bu. ca.; modern; in good town; station handles 700,000 bu.; one other dealer. Address Morse, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevator, 5M capacity, sells everything that the farmer uses; on N. Y. C. Lines, 35 miles from Cleveland, Ohio. Cheap if taken at once. Address Bert, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE AT A BARGAIN**—Elevator and alfalfa mill, combined, also coal business. Doing a good business, delightful climate; South Platte Valley; 100 miles from Denver. Hillrose Milling & Merc. Co., Hillrose, Colo. E. H. Link, Sec'y.

## FOR SALE BY OWNER.

Seven elevators, all in South Dakota. Will sell one or all to suit purchaser. Now is the time to buy if interested, before we get to planning on a new crop. Closing out the business reason for selling. Address Box 36, Mitchell, S. Dak.

**CENTRAL IND.** elevator, 100M grain; large retail, coal, feed and fencing business. Exceptionally fine prospect for wheat crop. Act quick and we can give possession promptly, at reasonable price. Address Ville, Box 11, Grain Dealers Journal, Chicago, Ill.

**MARSHALL CO., KANS.**, elevator for sale. Located on M. P. Ry.; good town. Equipped with all necessary machinery. Good annual business. No trades considered. Address H, Box 3, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR IN CENTRAL INDIANA** with 2 acres of land and residence, for sale. Has metal sides and roof, cribbed bins, sheller and cleaner, feed grinder, motor power. In good grain belt; handle a number of side lines. Easy terms. A bargain if taken soon. Address Indiana, Box 2, Grain Dealers Journal, Chicago, Ill.

**BLACKWELL, OKLA.**, elevator for sale. 25,000 bu. capacity, equipped with corn sheller and cleaner; wheat cleaner and clipper; 200 bu. hopper scales; three stands of elevators; gas engine. Located in the best farming section of Okla., with the prospects of a bumper wheat crop. Will sell at a bargain, as it is located too far from us. Address J. M. Moberley & Sons, Windsor, Ill.

## MILLION BUSHEL STATION.

Elevator—30,000 bu. capacity, with 25,000 bu. capacity for ear corn located on own ground in good town of 1,300, surrounded by best farm land in Central Ill. Studded bins, brick and concrete foundation; 5 dumps; automatic scales; 22-h.p. gas engine; 150 ton coal bins. 2-room office. Price \$12,500. Million bu. station. No better proposition in Ill. C. A. Burks, Decatur, Ill.

**OKLAHOMA CITY, OKLA.**—Terminal elevator for sale or rent, with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaner and feed rolls. Motive power: 125-h.p., one 20-h.p., one 15-h.p., one 7-h.p. electric motors. One 40-h.p. boiler to operate Hess Dryer.

This elevator is on private property with trackage on both side, and has free switching to four trunk lines.

Will make favorable terms and accept good land in part payment.

Address J. C. Pearson, Marshall, Okla.

## ELEVATORS FOR SALE.

**GRAIN** elevator site in Champaign Co., for sale. Coon Bros., Rantoul, Ill.

**GOOD KANSAS** grain elevator for sale, cheap, at Sharon, Barber County. Address F. P. Hawthorne, McPherson, Kans.

**FOR SALE**—Two elevators, along with coal business; located in best grain products section of Indiana. Address Jeff, Box 6, Grain Dealers Journal, Chicago, Ill.

**FOR SALE OR RENT**—My elevator, coal and feed business at Manchester, Kansas. Sickness reason for selling. H. Weaver, Manchester, Kansas.

**ELEVATORS FOR SALE**—Have a nice lot to select from. Let me know your wants and how much you wish to pay. Address Jas. M. Maguire, Campus, Ill.

**FOR SALE**—An up-to-date elevator in a hustling North Dakota town. No trade considered. Address Bank, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Steel storage tank, 50,000 bu. cap., with steel elevator leg, belt and cups. Address Woodrow, Box 10, Grain Dealers Journal, Chicago, Ill.

**NORTHEAST NEBRASKA** elevator for sale. Capacity 40,000. Fully equipped. Good farming country; good outlet. For particulars write Oakdale Grain Company, Oakdale, Neb.

**FOR SHORT TIME ONLY** 10,000 bu. N. W. Ohio elevator for sale. Price \$3,500.00, part time. Owner cannot be with it. Write. Address Amil, Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Two elevators located in the southeastern part of S. Dak., on the C. M. & St. P. R. R. Good location in best part of state. Must sell account of health. Address C. J. Dickson, Scotland, S. Dak.

**FOR SALE**—A line of four elevators in Goodhue and Rice County, Minn. A good territory accessible to three good markets, Minneapolis, Milwaukee and Chicago. Address Line Elevators, Box 11, Grain Dealers Journal, Chicago, Ill.

**EASTERN SOUTH DAKOTA** elevator for sale; four elevators at the station; receipts, 650,000 bus. a year. Price \$5,000, easy terms. Also good coal business. Address Eastern, Box 11, Grain Dealers Journal, Chicago, Ill.

**GOOD N. E. WIS. ELEVATOR** for sale, with feed mill and hay shed in village of 1,500 on C. & N. W. Ry. Capacity 12,000 bus. Good retail trade. Price reasonable. For further information address Peter Ankerson, R. No. 2, Suring, Wis.

**ILLINOIS** elevator for sale, 35M, strictly modern and IRON CLAD. Average annual business 200,000 bus. 10M corn cribs; coal bins, 200 ton capacity with 1,500 tons yearly sales. \$1,000 profit on coal alone. Elevator equipped with automatic scale, grain cleaner, feed grinder, etc. Good business; good town to live in. Address Sonper, Box 5, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Two grain elevators in Northern Oklahoma, fully equipped, corn shellers, cleaners, corn meal and chop mill, coal bins. Prospects could not be better, large territory to draw from. This is an exceptional opportunity for someone as both elevators can be managed by one man, being only 12 miles apart. Terms. H. L. Chowning, Oklahoma City, Okla.

## ELEVATORS FOR SALE.

**GOOD ILLINOIS** elevator for sale, or will exchange for farm. Address A. E., Box 9, Grain Dealers Journal, Chicago, Ill.

**A GOOD** 30,000 bu. elevator for sale, in Pipestone County, Minn.; the best of crop prospects. Address C. D., Box 11, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA** elevator for sale—\$4,000.00, one-fourth cash, terms on balance to suit purchaser. Address 4000, Box 9, Grain Dealers Journal, Chicago, Ill.

**NEW MODERN** 12,000 bu. elevator in best corn and wheat belt in state; sold cheap if sold before June 1st. Address W. A. Genther & Co., Waverly, Mo.

**MINNESOTA** elevator for sale, 12M bus. cap., located in good town on I. C. For particulars and terms address Canton, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Modern elevator, in best part of South Dakota, station handles seven to eight hundred thousand bushels, four elevators. Write quick. Going to sell. Address Quicksell, Box 10, Grain Dealers Journal, Chicago, Ill.

**TWO ELEVATORS**—10,000 bu. at Gran-ger, Iowa, with corn cribs and coal shed, 8,000 bu. at Herrold, Ia., with coal shed. Situated in the winter wheat, corn and oats belt. Must be sold to settle estate. T. C. Hanley, % Kirkwood Hotel, Des Moines, Iowa.

## ELEVATOR FOR SALE.

Glover, Wisconsin.  
Situated on C. St. P. M. & O. R. R., between River Falls and Hudson. Capacity 14,000 bushels, 8 bins, also work room in basement. 1 Fairbanks-Morse horizontal engine, 5 horse power; Howe dump scales. Also warehouse 20x26 on same property containing potato sorter. Buildings in first-class condition. We own the land, about one acre. Jameson, Hevener and Griggs, 181-3-5 E. Sixth Street, St. Paul, Minn.

**CENTRAL ILL.** elevator, located in corn and oats county; iron clad; 70,000 capacity; good as new; station handles 400,000 per year; only one competitor; business equally divided; takes only \$4,000.00 to handle this plant, as bank will furnish you money to do business with, and we will sell elevator part time price, only \$6,400.00. This is a bargain you will never strike again. If you are looking for a good grain business. This is a good town, 600 people, churches, 3 good schools, big coal, seed and feed business. Address Oak, Box 11, Grain Dealers Journal, Chicago, Ill.

## OHIO ELEVATOR AND FEED MILL,

located in the fertile Miami Valley at Goes, Ohio, 6 miles from Xenia, 17 miles from Dayton, on private switch from the main line of the P. C. C. & St. L. R. R., also on traction line. Located on 26 acres finest pasture land in state of Ohio. River through property and under absolute control with private new \$2,500.00 concrete dam. Three stories, water power, equipped with mixers, grinding machinery, automatic scales, cleaners, clippers, etc. Wagon dump. Bin capacity 25,000 bushels. No competition. Station will handle 100 cars wheat alone this crop. Milling-in-transit is accorded by railroad on grain bought at Chicago and west on through rate to Eastern markets from point of origin, making you not dependent on local crops for milling grain. Comfortable new 4-room bungalow goes with property. Investment stands original owner \$17,000.00; will sell for \$7,500.00; liberal terms. Address Xenia, Box 11, Grain Dealers Journal, Chicago, Ill.



## ELEVATORS FOR SALE.

**FOR SALE**—Elevator property at Bucyrus, O. For further information write Valpo. Grain & Elvtr. Co., Valparaiso, Ind.

**NORTHWESTERN OHIO**—15,000 bus. elevator, coal business in connection; good territory. Address Maple, Box 11, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—Elevator, coal, stock and small store at Luray, Iowa. Good reason for selling. Business from \$2,000 to \$11,000 per month. Address Northwestern, Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—10 M bu. cap. elvtr., general stock of mdse., store building, 1½ A. ground. Good business; no competition. Falling health forces retirement. Write for particulars. J. C. Simek, Gladstone, Iowa.

**FOR SALE**—Elevator of 30,000 bushel capacity, located at Morocco, Indiana, on C. I. & S., handles over 200,000. Also good coal business. Building 2 years old. In first class condition. Address M. Duffy, Conrad, Indiana.

**KANSAS** elevator for sale; cap. 45M bu.; on R. R. ground. Handled 60M bu. wheat last year; handle from 200M to 500M corn annually. Excellent elvtr., steam power, hopper scales; good office with wagon scale; extra good double crib; in good shape. 4 hrs. of St. Joseph and 6 hrs. of Kansas City. Isaac Baer, Beattie, Kansas.

**CENTRAL MICHIGAN** elevator for sale, capacity 8,000 bushels; coal sheds and hay warehouse in connection; on Pere Marquette Ry.; in good bean and hay section. Must sell to settle estate. For further particulars, write Lewis, Horton & Company, Mt. Morris, Mich.

**FOR SALE**—30M cap. elvtr. on I. C., on own ground; a bargain. Station handles 425,000 bus. One competitor. Fine opportunity to enter coal, lumber and bldg. material business. No lumber yard within 8 miles. Owner wants to retire from business. Inquire of J. C. Boyce, Deland, Ill.

**FOR SALE FOR CASH IF TAKEN AT ONCE**, possession to be given July 1st; seven elevators in North Central Illinois, prices ranging from \$1,500 to \$7,750; prospects for the growing crops could not be better. Every station is a bargain; could not be built anywhere near price asked. Address N. J. C., Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—20,000 bu. grain elevator on Omaha Ry., 20,000 bu. grain elevator on C. M. & St. P. Ry., in town of 3,800; 18,000 bu. grain elevator on C. M. & St. P. Ry., in small town, doing good business and in good territory in Martin County, Minn., where there has never been a crop failure. These houses will be sold very reasonable either separately or as a line. Address P. O. Box 756, Fairmount, Minn.

## ELEVATORS FOR RENT.

**FOR RENT**—13,000 bu. capacity elevator at good grain point in middle of the hard wheat belt in Kansas. Address M. L. Gorham & Co., Gorham, Kansas.

## ELEVATORS WANTED.

**LARGE TRACT** of Dakota land to exchange for good elevator. Address C. L., Box 9, Grain Dealers Journal, Chicago, Ill.

**WILL TRADE** section of Montana land 8 miles from R. R. for one or two elevators. Address Best, Box 8, Grain Dealers Journal, Chicago, Ill.

## WANTED.

An elevator in exchange for a choice quarter section of wild land located within few miles of Pierre, S. D., every acre of this land can be cropped. What have you to offer in trade.

Frank A. Cousins,  
%Occident Elevator Co., Minneapolis, Minn.

## SITUATIONS WANTED.

**WANT TO BUY** for cash elevator in Northern Ia. or Southern Minn. Must be in good location with good business. Address Box 711, Riceville, Iowa.

**WANTED**—POSITION as elevator superintendent or grain buyer. Am expert seedsman. Address Logan, Box 11, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED** manager wants position as buyer in some Western state where homestead land is still available. Address Box 114, Mobridge, S. Dak.

**SUPERINTENDENT** — Would like to correspond with first class firm wanting Supt. for Terminal Elevator. R. McC. Wilhite, Box 512, Ft. Worth, Texas.

**WANTED**—POSITION as mgr. farmers elvtr. Have had 5 yrs. experience as mgr. in S. W. Minnesota. Speak Scandinavian languages. Good references. Address P. M., Box 9, Grain Dealers Journal, Chicago, Ill.

**MANAGER**—Young married man, age 33, wants a position with good Farmers Elvtr. as mgr. 10 years' experience in grain. Best of references. Address Good, Box 11, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by young married man as manager or foreman for good grain firm, can handle all side lines; 7 years' experience; best references. Address F. H., Box 11, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** in country elvtr.; 5 years' experience; can manage elvtr. outside of office; single; temperate; good references. Address Lincoln, Box 11, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by experienced elevator man, understands grain and seeds, not afraid of work; best of references. Address Niles, Box 11, Grain Dealers Journal, Chicago, Ill.

**SOLICITOR** wants position with reliable grain firm. Experienced bookkeeper and rate man, could manage branch office. Best references will be given. A. S. Smith, 108½ W. 2nd St., Okla. City, Okla.

**SOLICITOR** wants position with good coal or grain Co., coal preferred, or would take position with good elvtr. as mgr. or buyer, farmers' preferred. 23 yrs. exp. References. Address Macey, Box 10, Grain Dealers Journal, Chicago, Ill.

**YOUNG GRAIN BUYER** with two years' experience managing farmers' elevators wants to run a house in Western Dakota or Montana. Can accept job on ten days' notice. Address Miller, Box 11, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as manager of country elevator; prefer percentage basis by a man 40 years old; have a wife and 5 children; 16 years' experience in grain and live stock business. Will accept position on trial. E. P. Lowe, Highland, Kans.

**YOUNG MAN** with railroad experience and for several years working in a track buying office, wants position affording chance of advancement in reliable grain firm doing a wholesale business. Address E., Box 11, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—Experienced and competent married man of 30, with present firm 6 years, wishes change to position in West as TRAVELING AUDITOR or SOLICITOR. Can furnish best of character and business references. Address Illinois, Box 11, Grain Dealers Journal, Chicago, Ill.

**WANTED**—POSITION with a farmers elevator company, by a good first class grain, coal and livestock man, one who has had twelve years' experience and can furnish best of references. Am at present employed, but on account of poor crops want to make a change. Address Lehigh, Box 6, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**POSITION WANTED**—Traffic or Sales manager, 8 years experience, grain hay feed, seed shipping—handling claims, loss, damage; overcharge, routing and rates. Live wire, married, best of references. Prefer line elevator company. Address Apt. 34, 3808 Ellis Ave., Chicago, Ill.

**POSITION WANTED** by young man, single, as foreman or helper in elevator; two years' experience in buying grain and stock; am at present employed; best of references; small town preferred. Address Raymo, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Am traveling for prominent Kansas City grain firm. I want to make a change and prefer to make a connection with a Chicago house as their solicitor. Have good record and will furnish best of references. Address S. J., Box 9, Grain Dealers Journal, Chicago, Ill.

**POSITION** of responsibility in grain company or manager of terminal elevator, wanted by well educated man who has bought grain in country elevator, was traveling superintendent and manager of a terminal elevator that bought and sold three million bushels of grain in grain exchange and from companies. I have not held position with grain company for a year, due to sickness. Address Robinson, Box 11, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**WANT** two good men to run small elevators in small towns. Good wages to right men. Give references. T. J. Connell, Milton, Ind.

**WANTED**—Experienced manager, married man, for grain elevator in Nebraska. Send references. Address Nebr., Box 11, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Man for elevator work, steady job to right man. Must understand gasoline engine; married man only. If you are afraid of work don't apply; no booze. State salary first letter. Address Avery, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Two experienced grain buyers; one who can speak French, the other German, none but hustlers need apply; good references required, and able to give bond. Satisfactory salary to right parties. Southern Saskatchewan points. Address Sask, Box 11, Grain Dealers Journal, Chicago, Ill.

**WANTED**—An experienced Book-keeper, who thoroughly understands the grain business, to look after a small line of country elevators, also thoroughly acquainted with the Commission end of the business. None but a competent man and a hustler need apply. Address Northern, Box 11, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Man of experience to take an active interest in a wholesale hay and grain shipping business. Must have at least \$5,000 to invest in business. Location, best hay and grain section in northwestern Ohio. Man with experience in handling railroad claims preferred. Address Ohio, Box 11, Grain Dealers Journal, Chicago, Ill.

## BUSINESS WANTED.

**BUSINESS WANTED**—Am looking for a good opening. Can pay cash. Give full particulars in first letter. Address G. D. J., Box 5951, Cherry Valley, Illinois.

## MISCELLANEOUS.

**ELEVATOR SAFE** for sale. United States Steel Co. safe, in good condition, size 20x15x13 inside. Price \$35.00 f. o. b. Luverne. E. H. Moreland, Luverne, Minn.

## CLAIM COLLECTOR.

I collect claims (a side line) cheaper than any one else. No collection, no fee. Send me your claims and I will get them paid. References furnished. Otis J. Bear, (Mgr. of Farmers Elvtr. Co.) Martinton, Ill.



## MILLS FOR SALE.

**FLOUR MILL** for sale, 50-bbl.; built one year ago; natural gas; good location in grain belt. S. H. Tracey, Shirley, Ind.

**FOR SALE** or exchange, small flour and feed mill, first class elevator, warehouses, coal and wood sheds, in prosperous town of 8,000, served by four railroads and surrounded by good farming country; business successful. Address William Kinnon, Box 65, Minneapolis, Minn.

**FOR SALE**—Mill and elevator, feed grinder, corn shelling facilities and hay barns. On main lines Santa Fe and Southern Pacific Railways at Rosenberg, Texas. For full particulars address J. H. P. DAVIS & CO., Rosenberg, Texas.

**FOR SALE**—A big bargain, 100-bbl. flour mill in the best western Minnesota district, thoroughly equipped with best modern machinery; good live town, no other mill near; I am not a miller and have other business; might consider some trade, or give terms. Address John A. Lane, 617-20 Plymouth Bldg., Minneapolis, Minn.

## FOR SALE.

Grist mill with 150 patrons, doing a good business; equipped with both water and steam power; only mill within 5 miles; books open for inspection; with same is a 7-room dwelling in good condition; mill, 50x27; feed room attached; dam built new 5 years ago; good place to start Excelsior mill in connection with same; grinds buckwheat, rye flour and all kinds of feed; has elevators and conveyors; established 50 years ago; owner will remain with purchaser until he becomes acquainted; full particulars as to amount of business, etc. Address R. E., Box 9, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**HAVE A FEW** very nice elevators within 100 miles of Chicago recently listed for sale. Some of these have eastern outlets, and are in splendid towns. Prices very reasonable. Terms can be arranged. Address James M. Maguire, Campus, Ill.

**CASH FOR YOUR ELEVATOR**, mill, business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or trade, write me. Established 1881. Frank P. Cleveland, Mill and Real Estate Broker, 5951 Adams Express Building, Chicago, Ill.

## SECOND-HAND BAGS AND BURLAP.

**FOR SALE**—4,000 second-hand cotton wheat bags. For prices write Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags, Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

## STEAM ENGINES, BOILERS.

**FOR SALE**—40 h. p. steam boiler as good as new; will sell right. Reason for selling installed electric motors. N. Shepherd, Geneva, Indiana.

**FOR SALE**—One 9x12 Bromwell steam engine as good as new, only been used three months. A bargain if sold at once. Fred Schlientz & Son, Eldorado, Ohio.

**FOR SALE**—One 20 h. p. Erie steam engine and a twenty-five horse power boiler all in good running order. For particulars write Jos. Sandbothe, Martinsburg, Mo.

## SCALES FOR SALE.

**SCALES**—Refitted 80-ton 42 inch Fairbanks R. R. Scale. Good as new. Also wagon, portable and Dormants—New and Second hand. Send specifications and write for price and catalogue today.

Howe Scale Co.,  
409 N. 4th St., St. Louis, Mo.

## MACHINES WANTED.

**WANT TO BUY** two second-hand car leaders. T. J. Connell, Milton, Ind.

**WANTED**—I want to buy a good second-hand or slightly used 2 or 3 high 9x14 or 9x16 feed rolls. Mention condition of rolls, description and the time used in the first letter, also the price. H. G. Pollock, Middlepoint, Ohio.

**WANTED**—We are in the market for one or two good second-hand, large power, Standard or Clipper grain cleaners. We have a large S. Howes & Co. Eureka No. 32 oats clipper practically new, which will sell reasonable. Kinsey Brothers, North Manchester, Ind.

## GASOLINE ENGINES.

**FOR SALE**—18 h. p. Lewis gasoline engine. Good repair. Write McColl Lbr. Co., Perry, Iowa.

**FOR SALE**—28-30 h.p. Foos standard horizontal, \$365. 100 other sizes and styles. State your power needs. Badger Motor Co., Milwaukee, Wis.

**FOR SALE**—One 40 h. p. Olds double cylinder gasoline engine in A-1 condition; practically new. Here's a bargain for someone if taken soon. Farmers Grain Co., Latham, Ill.

**FOR SALE**—One 20 horse power Muncie Crude Oil Engine in first class running order; used 2 years. Cost \$725.00; will sell for half price. Replacing with a larger machine. H. G. Pollock, Middlepoint, Ohio.

**FOR SALE**—30-h.p. Vaughn Gearless gasoline engine, almost new. Have installed electric motors. Also large shaft and friction clutch for engine complete. Price \$200 f. o. b. cars Eaton, O. Star Elevator, Eaton, Ohio.

**FOR SALE**—One good 7-h.p. Foos gasoline engine; one good Lightning wagon scales, both in good order. Will take \$75.00 for engine and \$20.00 for scale if taken at once. Wellsford Grain Co., Wellsford, Kans.

## GASOLINE ENGINES FOR SALE.

- 44 H. P. Fairbanks-Morse.
- 25 H. P. Columbus.
- 25 H. P. Fairbanks-Morse.
- 22 H. P. Fairbanks-Morse.
- 15 H. P. Fairbanks-Morse.
- 12 H. P. Fairbanks-Morse.
- 6 H. P. Fairbanks-Morse.
- 4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTOR BUYERS** are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamos—Motors" columns of the Grain Dealers Journal, Chicago.

**WE HAVE** the largest stock of second-hand electric motors and generators in America and buy and sell, rent, exchange and repair electrical machinery of all kinds. Send for our "Monthly Bargain Sheet," showing complete stock with net prices. All machines guaranteed in good order.

**GREGORY ELECTRIC CO.**  
CHICAGO, ILLINOIS

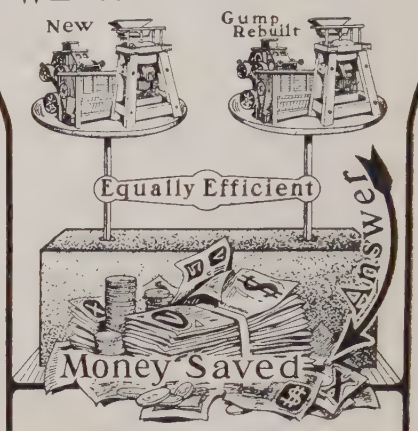
## DYNAMOS, MOTORS, ELECTRICAL REPAIRS.

We give one year's guarantee with all dynamos and motors sold by us. The reason we can do this is, all machines are put in condition good as new before we ship them. We carry a large assortment of motors in stock. Write us your needs and let us give you a square deal.

Northwestern Electric Co.,  
611-13-15 W. Adams St.,  
Chicago, Illinois.

## MACHINES FOR SALE.

## What's the Difference?



Rebuilt second-hand Flour Mill, Feed Mill and Elevator Machinery, Transmission, etc., that is guaranteed for all practical use as good as new. Can you beat it? We have been established since 1872 and our guaranty is backed by over 42 years of experience and square dealing.

This 64-page booklet contains a complete list of machinery and transmission appliances on hand with the net price on each article. Sent to anyone free on request. A partial list of our stock is listed below.

**Vertical Buhr Mills**—One 12 inch, one 20 inch, one 24 inch and one 30 inch Monarch; one 18 inch Farm and Plantation; one 24 inch Triumph, and one 30 inch Harrison.

**Roller Feed Mills**—Two 9x18 Noye; one one 9x18 Allis; one 9x24 Northway; one 9x24 Dawson; one 9x24 Noye; four 9x24 and two 9x30 Allis; all Three Pair High. 9x18 and 9x30 Hutchison; and 9x30 Acme. Two pair high.

One No. 1 Willford Three Roller Mill.  
**Attrition Feed Mills**—Two 18 inch American Special; seven 20 inch, one 24 inch and one 30 inch Monarch; two 16 inch, one 19 inch, and two 24 inch Foos; one 24 inch Unique; one 20 inch Modern Special and three 30 inch American.

**Disc Feed Grinders**—Two No. 4, one No. 7, eight No. 8, two No. 9 and one No. 10 Bowsher; one No. 10 and one No. 13 & 14 Quaker City; one No. 7 Diamond; three Foos, etc.

**Corn Shellers**—One Style "B" Triumph; one No. 1 Little Victor; and one No. 0 Victor. All combined shellers and cleaners.

**Separators**—One No. 4 Invincible Double Receiving Separator. Capacity coarse 1,000 bu. per hr.; one No. 169 Eureka Elevator Separator, counter balanced, double fan, capacity coarse 3,000 bu.; one No. 8 Eureka Elevator Separator, capacity coarse 2,000 bu.

**Elevator Cups, Elevator Belting, Dust Collectors, Turn Heads, Spiral Steel Conveyor, Wood and Iron Pulleys, Leather, Rubber and Canvas Belting. Everything for flour mills, feed mills and elevators.**

Write for Catalog No. 70J and Bargain Book.





## MACHINES FOR SALE.

**FOR SALE**—Clark Double Power Shovel for unloading grain from cars; been used but little and is in first-class shape. Will sell cheap. Ansted & Burke, Springfield, Ohio.

### FOR SALE

1 300 bushel Fairbanks Hopper Scale, good as new.

1 1,000 bushel cap. Boss car loader, in good condition. A bargain if taken at once. Address L. T. Shrader & Co., Dexter, Kansas.

**FOR SALE**—A No. 7 Monitor Warehouse Separator complete with special screens for separating corn and oats and also for cleaning seed corn. Machine in good condition. Being sold to replace with large machine the same make. Address Eldad, Box 10, Grain Dealers Journal, Chicago, Ill.

### FOR SALE.

One Jaw Clutch Rope Car Puller, Weller No. 4. One Fairbank Hopper Scale, capacity two tons. One Richardson Sacking Scale, 1913 Model, seven bushel capacity, practically new. One New Four Fan Dust Collector, Nordyke and Marmon make type No. 403.

The Raymond P. Lipe Co.,  
Bryan, Ohio.

**FOR SALE**—One 12" Robinson Attrition Mill, used one year, good as new. New Sealing Rings and Grinding Plates. Price \$100.00.

One Victor Combined Sheller and Cleaner, mill size \$35.00.

One 24" Monarch French Stone Buhr Mill and elvtr. in perfect condition, \$100.00.  
D. O. Friend, Brighton, Iowa.

### Are You Looking for Real Bargains?

In Single or Double-head Attrition Mills, Any Size, Style or Make at Your Price. 16" to 36" Monarch's, Foss's, Unique's American's, Halsted's, Robinson's from \$90 to \$225 ea. in remodeled form, much less when purchased not remodeled. All remodeled machines guaranteed to be in as near new a condition as can be made. Also a full line of Reels, Roller Feed Mills, Shellers, Burr Mills, Crushers, Corn Crackers, etc. Write for catalogs today whether you want new or second-hand machinery or supplies.

George J. Noth,

No. 9 South Clinton Street, Chicago, Ill

### MACHINERY BARGAINS.

2 Boot Tanks, each.....	20.00
1 No. 4 Buffalo Fan.....	15.00
1 Steam Condenser.....	30.00
1 Grain Spout complete.....	4.00
1 large bell.....	20.00
10 Belt Tighteners, each.....	5.00
300 Salem-cups, 6x16, each.....	.12
50 " " 6x18 ".....	.12
600 Empire Buckets, 5x16.....	.06
150 " " 6x18.....	.06
1 26" 6 ply 90 ft. Drive Belt.....	50.00
1 26" 3 ply 125 ft. Conveyor Belt.....	50.00

All of the above are in good condition and snaps at the prices offered.

La Crosse Wrecking & Lumber Co.,  
La Crosse, Wisconsin.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

## BUILDING MATERIAL.

**FOR SALE CHEAP**—2,000,000 feet elevator cribbing, lumber, joists and boards; 2,000 sash and doors, all sizes. Our prices will surprise you. Write at once for bargains. Ruel Wrecking Co., 7337 Stony Island Ave., Chicago.

## SOLICITORS' SIDE LINE.

WANTED men calling upon grain shippers to carry small book needed by every grain firm. Easy sales, large commissions. Address P. M. Maxwell, 305 So. La Salle st., Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—Best retail feed store in the country; investigate. Other business reason for selling. Address Daisy, Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Well established feed and coal business in good town near Detroit; price reasonable. Will sell at sacrifice if sold at once. Address Detroit, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Flour and feed business in town no less than 10,000 inhabitants. Would consider grain business in connection. Must be good location and business in Southwestern Ohio, Southeastern Indiana or Northern Kentucky. Address Ky., Box 11, Grain Dealers Journal, Chicago, Ill.

### MR. GRAIN DEALER.

Do you want to increase your profits? You can do so by selling King Lightning rods during your spare time. Write us for agency proposition. It's a winner.

Geo. M. King Mfg. Co.,  
609 E. Walnut st., Des Moines, Iowa.

**ANY GOOD RELIABLE** party with \$3,000 to \$5,000 cash willing to go into the grain business in the best grain center in Kansas or United States. I will sell or rent or furnish elevator and fixtures and my services against a partner and his money and services. Decide promptly. Write for information. Taylor Miller, Cor. 5th & Ash Sts., Salina, Kansas.

**PARTY** who can furnish moderate amount of capital can secure good interest in a 200,000 bu. Ohio elevator, with large feed business in connection. Located on private ground. Plenty of room for hay transfer house if desired. Everything in A-1 condition, including electric power. Will stand most rigid investigation. Address Opportunity, Box 11, Grain Dealers Journal, Chicago, Ill.

## ECONOMY FARM GATES, CREOSOTED

Every farmer can use a half dozen or more. Look like they are worth five or six dollars each. The farmer brings in his grain and invariably is glad to get the gates. Elevator and grain men are having great success in selling them; a hundred and fifty can be disposed of in short order. Right now is the time.

Our special price to grain elevator men in lots of 25, \$1.80 each; less lots than 25, \$1.95 each.



We can make shipment within two or three weeks from receipt of order, so you won't have the gates on hand any too long. If you must have them earlier, say so and we will try to get them through for you if possible. Make a trial of these gates now by ordering 25 and we know that you will be surprised. We will furnish circulars and advertising matter, but, whatever you do, order now before you forget it.

**THE MILLER-KEMPER COMPANY**  
RICHMOND - INDIANA

## FOR SALE

Machinery and power plants of

500 Bbl. N&M Corn Mill

750 Bbl. Oat and Cereal Mill  
(Allis)

150 Bbl. Alfalfa Feed Mill

100,000 Bu. Elevator  
(Invincible)

50 Ton Alfalfa Mill  
(Williams)

100 Bbl. Poultry Feed Mill  
(Allis)

H. D. LeFEVRE

Nebraska City,

Nebraska

## Sincere Service

demands knowledge, aptitude, enthusiasm and hard work.

That's the kind of Service you get at

## THE NATIONAL CITY BANK OF CHICAGO

Capital \$2,000,000.00 Deposits \$31,283,201.31  
Surplus and Undivided Profits \$830,627.50

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CHICAGO, ILL.



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the Chicago  
Board of Trade  
as a Margin  
Depository.

## FOR SALE



For particulars see "Elevators" For Sale columns of this Journal.



## SEEDS FOR SALE—WANTED

# DIRECTORY

OF THE

# Grass Seed Trade

**BALTIMORE, MD.**

Buffington & Co., John J., whse. seed merchants  
Scarlett & Co., Wm. G., whse. seed merchants.

**BUFFALO, N. Y.**

Whitney-Eckstein Seed Co., grass and field seeds

**CHICAGO, ILL.**

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds

**EVANSVILLE, IND.**

Small & Co., W. H., seeds, grain and hay

**INDIANAPOLIS, IND.**

Indiana Seed Co., The, Seed Dealers.

**LOUISVILLE, KY.**

Hardin, Hamilton & Lewman, field seeds.  
Louisville Seed Co., grass seed dealers.  
Ross Seed Co., field seeds, exporters.

**MADISON, WIS.**

Olds Seed Co., L. L., Wis. field seeds.

**MEDIA, ILL.**

Lewis, E. G., field seeds.

**MILWAUKEE, WIS.**

Courteen Seed Co., field seeds.  
Rosenberg & Lieberman, alfalfa, clover, etc.  
Teweles & Co., L., grass and field seeds.

**NEW YORK, N. Y.**

Leifmann's Hamburg, rep. I. L. Radwaner, fld. sd.  
Loewith, Larson & Co., clover, grass, field seeds.

**TOLEDO, OHIO.**

The Toledo Field Seed Co., clover, timothy.

**TORONTO, ONT.**

Steele, Briggs Seeds Co., Ltd., field seeds.

**PHILADELPHIA, PA.**

Philadelphia Seed Co., Inc., The, Whse. Field Sd.

**L. TEWELES & CO.**

Seed Merchants

Grass and Field Seeds

Milwaukee

Wisconsin

**Put Your Name**

where every progressive  
grain dealer will see it  
and keep it there.

THAT IS IN THE

**Grain Dealers Journal**

OF CHICAGO

**GRAIN WANTED.****HAY AND GRAIN WANTED**

Wheat, Corn, Oats, Hay, Straw, Milling  
Buckwheat, Bran, Middlings, Red Dog,  
Potatoes. C. T. HAMILTON, New Castle,  
Pa.

**WANTED**—Grain and grain screenings  
or fine grinding. We can use any kind of  
sound grain and screenings for milled mo-  
lasses feed. W. E. Trammell, Norfolk, Va.

**YOU CAN** find a ready market for grains  
of all kinds, thru the insertion of an ad-  
vertisement in these columns. It will be  
read by over 6,100 progressive grain deal-  
ers.

**SEEDS FOR SALE.**

**SWEET CLOVER SEED**, white and  
biennial yellow. Prices on request. Bok-  
hara Seed Co., Box 93, Falmouth, Ky.

**SEEDS FOR SALE.**

**CLOVER SEED** wanted. Have buyers  
for car lots or less, clover. Mail samples  
and offers. G. S. Mann, Postal Tele. Bldg.,  
Chicago, Ill.

**GERMAN MILLET** is our specialty and  
we are now in position to supply your  
trade with car lots or less; sample on re-  
quest. D. H. Clark, Galt, Mo.

**FOR SALE.**

Big English Clover Seed.

I have some pure home grown Big Eng-  
lish clover seed for sale, free from Buck-  
horn or any foreign seeds; ask for sample.  
H. G. Pollock, Middlepoint, Ohio.

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# KRAUS & APFELBAUM

# Wool Dealers

If you have Wool for Sale Write, Wire or Phone Us.

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**Prompt Shipment**

Alfalfa  
Crimson Clover  
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Hairy Vetches  
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Tall Meadow Oat Grass

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RED CLOVER**

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Also dealers in Alsike  
Clovers, Timothy, Mil-  
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Buckwheat, Seed, Corn,  
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You will find us willing to pay  
top prices for quality seeds. Write  
for sample envelopes.

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**UNIVERSAL GRAIN CODE**

The latest and best grain code on the market.  
Printed on bond paper, bound in flexible leather,  
146 pages, size 7x4 $\frac{5}{8}$ , 13,745 code words.

**Price \$3.00****GRAIN DEALERS JOURNAL**

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**Have 10,000 Bu. CHICKEN FEED WHEAT on hand**

Wire or Write for Samples and Prices

**HUHN ELEVATOR COMPANY**

Chamber of Commerce, MINNEAPOLIS, MINN.





## SEEDS FOR SALE—WANTED

### SEEDS FOR SALE.

FOR SALE—Cow Peas and Sweet Clover.  
P. L. Zimmerman Co., St. Louis, Mo.

### SEED FOR SALE.

German Millet, Timothy, Sapling, Medium Red and Alsike Clover, Cow Peas, Cane Seed and Seed Corn of all varieties. We will buy Oats, white and black mixed, bulk cars, mail samples and lowest prices.

Wood, Stubbs & Co.,  
Louisville, Ky.

### SEEDS FOR SALE.

IF YOU WISH to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of the Grain Dealers Journal, Chicago.

### SEEDS FOR SALE.

SEED BUYERS AND SELLERS can quickly sell and quantity, or buy any amount or quality by making their want known through an insertion of an advertisement in the "Seeds For Sale" columns of the Grain Dealers Journal, Chicago.

## SEEDS

Grain, Clover and Grass Seeds,

CHAS. E. PRUNTY,

7. 9 and 11 South Main St. SAINT LOUIS

### WE BUY AND SELL

Clover, Timothy, Alfalfa, Millet, Seed Grain and Seed Potatoes.

Our Specialties—Wisconsin Pedigree Grains and Wisconsin Grown Seed Corn.

L. L. OLDS SEED CO.  
MADISON WISCONSIN

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio

"MAY BELL" Brand Pure Field

WE BUY **SEEDS** WE SELL

ROSS SEED CO., Louisville, Ky.

### THE ILLINOIS SEED CO., Chicago, Ill.

### WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

## ALFALFA

### CAR LOTS

STORED IN NEW YORK

OR

SHIPMENT HAMBURG

I. L. RADWANER

NEW YORK CITY

### DIRECT REDUCTION TABLES

for

Wheat, Buckwheat,  
Barley and Timothy

reduce any weight of wheat from 100 to 5090 pounds by ten-pound breaks direct to bushels of 60 lbs.; 60 lbs. with 1 lb. dockage; 60 lbs. with 2 lbs. dockage; 60 lbs. with 3 lbs. dockage; 60 lbs. with 5 lbs. dockage; Timothy Seed, 45 lbs.; Barley, Hungarian Grass Seed and Corn Meal, 48 lbs.; Barley, 50 lbs. and Buckwheat, 52 lbs.

Nine tables, printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 cents.

GRAIN DEALERS JOURNAL

315 S. La Salle Street

CHICAGO, ILL.

## KINSEY BROS.

GRAIN, HAY and SEED MERCHANTS

Field Seed's a Specialty

NORTH MANCHESTER, INDIANA

## Any Weight

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents. Price \$5.00.

### Grain Dealers Journal

CHICAGO - ILLINOIS



Timothy—Red Clover—Alsyke—Alfalfa—White Clover—Crimson Clover—Canada Bluegrass—Kentucky Bluegrass—Redtop—Millets—Lawn Seed—Orchard Grass—Seed Grains—Peas—Popcorn, etc.

### WHITNEY - ECKSTEIN SEED CO.

BUFFALO, N. Y.

Correspondence Invited

## Direct Reduction Tables for Corn and Oats

Reduce any weight of corn from 100 to 5090 pounds, by ten-pound breaks, direct to bushels of 56 lbs.; 56, with one pound dockage for dirt; 68, 70, 72, 75 and 80 lbs. The 56-lb table may also be used for reducing rye and flaxseed to bushels. Oats are reduced to bushels of 32, 33 and 35 pounds.

Ten tables printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 Cents.

Grain Dealers Journal

315 S. La Salle Street

CHICAGO, ILL.

### CERTIFICATE OF WEIGHT

FORM 88 is designed for making a certified statement of the weight of a car of grain and the condition of the car. It has spaces for Date, Car No., Initial, Date Loaded, Number of Pounds, Kind of Grain, Seal Record, Firm Name and Weigher. These forms are duplicating and are check bound, 75 originals and 75 duplicates in each book. The original forms are printed on bond paper and are machine perforated so that they will tear out readily. The duplicates remain in the book as permanent record. The certificates are numbered in duplicate. Size 8½x4½ inches. Price with four sheets of carbon paper, 75 cents.

GRAIN DEALERS JOURNAL,

315 So. La Salle Street, Chicago, Ill.

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### THE ALBERT DICKINSON COMPANY

Wholesale Seed Merchants

CHICAGO

Est. 1855

MINNEAPOLIS





Elevator, Mill Buildings and One of the Motors—Fort Atkinson, Wis.

## G-E Motors Save Money in this grain elevator

A 40 h. p. engine in the grain elevator of the Zeugner-Hoffman Co., Fort Atkinson, Wis., was replaced by G-E Motors. Besides a considerable saving in the cost of power, a reduction in insurance rate from \$3.40 to \$2.20 was secured and \$95.00 yearly boiler insurance was eliminated.

Following is one week's record of actual work done with motor drive in this elevator:

19,180 lbs. rye fine ground,  
8,580 lbs. oats coarse ground,  
3,000 lbs. corn on cob, crushed and ground,  
159,900 lbs. anthracite coal, unloaded and elevated about 50 feet,  
56,000 lbs. corn elevated 50 feet.  
30,000 lbs. gluten elevated 30 feet.  
1 cord wood sawed into four lengths.  
1 h. p. elevator run three hours.

This work was accomplished with 330 kilowatt hours at a total cost of \$13.20 or \$1.89 a day, the power rate being four cents per kilowatt hour. Similar results are possible in any elevator.

Send for Bulletin No. 4976—"Electric Drive in Grain Elevators and Flour Mills."

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### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain receipts, shipments, and cars leaking grain in transit, are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, JUNE 10, 1914.

READ CAREFULLY the new Grain Grades Act on page 911, then give us your views on its provisions, that we may convey them to 6,500 grain dealers.

SOUTHEASTERN MISSOURI is so afflicted with scoopers and the bag nuisance, that it would seem time that more modern elevators were erected, to reduce the cost of handling at country stations.

IF YOU want to see the new elevator which the Equity Cooperative Exchange proposes to build in St. Paul just to spite Minneapolis buy some of the stock and sleep on it—you will see the elevator in your dreams. Never in your waking hours.

READERS WHO SEE cars leaking grain in transit (and no doubt there will be many of them during the next few months) owe it to themselves and brother shippers to report them promptly, that we may publish the facts for the benefit of sufferers.

THE WINTER WHEAT crop now seems sure of exceeding all previous crops, and the prospect for spring wheat is very flattering, so U. S. and Canada will no doubt have the largest crop they have ever produced. If not in too much of a hurry to market the crop, both will be able to obtain a good price for wheat because most of the European importing countries will have a larger deficiency than for many years past.

FORGING Bs/L has never brot permanent profit to any penman. The latest forger to prey upon grain receivers was Henry Nordman, at one time a scooper at Anamosa, Ia., who recently committed suicide, rather than submit to arrest by the sheriff.

ILLINOIS SHIPPERS, with few exceptions, profit by existing transit rates, but if the new charges on transit grain, dealt with by Mr. McGee in his able paper at the Cairo convention, become established, an additional freight charge of about 1c per hundred will be assessed upon much Illinois grain.

SHIPPERS who hesitate to file claims for loss of grain in transit, should peruse carefully the report of the Claims Committee of Illinois Association, published elsewhere in this number, which shows that out of 1,285 claims for loss of grain in transit, 846 had already been paid. Unless shippers demand what is rightly due them, surely the railroads will not grant it.

CARS PROMISE to be much scarcer than on the last crop, and it would be more to the advantage of shippers to use written orders for cars than for some time past. By using a duplicating order book, shippers will be able to file written orders with the proper authorities and keep a copy of their order for future reference and repeated prompting of the station agent.

A SHORTAGE in a shipment of oats from an Ohio elevator recently put the owner in the dumps until he confided his troubles to an insurance inspector who had just been over the elevator. Mr. Elevator Man was taken to the cupola, where mixed on the floor with a lot of corn was his 52 bushels of oats. Needless to say, he is now planning to put in a non-mixing distributing spout.

CAR DELIVERY of grain on track last three days of contract month was defeated last month by a small majority, but it seems likely that the proposition will again be presented to the Chicago Board of Trade members before long, as country shippers are most insistent that in view of the greatly reduced storage capacity of Chicago public elevators, such deliveries are absolutely necessary to fairness.

THE RATE REGULATORY power of the Interstate Commerce Commission has recently been held by the Supreme Court of the U. S. to be superior to that of the state railroad commission, where the reasonableness of interstate rates is concerned. The court held that the Commission may go so far as to regulate commerce solely within the state, when federal intervention is necessary to protect other states from discrimination by the rate making authority of a state.

ONE OF THE ablest reviews of association work which has been printed in the Grain Dealers Journal in recent years, appears in our report of the Illinois Convention, this number, under the head "President's Address." It merits careful reading by every grain-dealer, as it comes right from the heart of a man who has been in close touch with association work for the past three years. Its message of optimism for the future of the trade is most encouraging.

ONE of the good things to be found in our report of the Kansas Convention is Chief Inspector Ross's expose of the methods of appointing inspectors during the previous administration of his office. The one sole reason given for the appointment of a politician to be an inspector was that he had considerable influence in his ward, and always voted a straight party ticket. Grain dealers who have always paid the bill are glad to have their suspicions regarding the ability of the inspectors confirmed by one from the inside, who knows whereof he speaks.

SOME of the politicians responsible for the free admission of Argentine corn are much irritated by the persistent offerings from that country, and its influence on the price of the American grain. One congressman who indulged in a tirade against the circulation of false statements regarding the importations of corn has helped to advertise the offerings to the end, that it is a more potent bear factor, than it had been previously. A number of cargoes of Argentine corn have been imported and many others would have been imported, had it not been for heavy and continuous rainfall in Argentine, which prevented the prompt shipment of corn as contracted. Other cargoes are coming and no doubt many shipments will be made before the United States crop is secured.

THE PROMPT confirmation in writing of trades consummated over the telephone has been recommended repeatedly at recent conventions of grain dealers. By so doing parties to telephone trades assist in the detection of misunderstandings before it is too late to correct them without loss to one or the other party to the transaction. By promptly confirming in writing, a dealer shows a disposition to be fair and a desire to avoid misunderstandings. For many years it has been the practice of some grain firms to confirm all telegrams by repeating them in a letter under same date as telegram, thereby assisting to prevent either party suffering from errors on the part of the telegraph operator. Ofttimes telephone connections are so poor it is quite difficult to clearly understand what either party wants, but a written confirmation will always clear the atmosphere and if as understood over the telephone, will at least relieve both parties of any worry.



THE PACIFIC COAST now gives assurance of a large crop of barley, a fact which barley dealers in the central states are coming to recognize as an important factor in the price of the crop of the middle west. The Panama Canal has just opened, yet far sighted barley dealers are already figuring on what the cost of transporting barley from the Pacific Coast to the middle west will be. It seems certain that the canal will bring the markets of the central west closer to the Pacific Coast barley fields than ever before.

BELIEVERS IN arbitration, for the settlement of trade differences, will find much to please them in the reports of the arbitration committees of the Kansas and Illinois associations, published elsewhere in this number, and also in the report of the executive committee of the Illinois Association, which gives the names of two firms recently expelled from the association for refusing to arbitrate trade differences. Arbitration has done more than settle trade differences. Its compulsory feature has made it more necessary that dealers who desire to keep in good standing with their fellow tradesmen must either settle or arbitrate, and as has been repeatedly pointed out by arbitration committees, their work and the work of the association officers has brought about an education of many dealers who did not have a clear conception of the rights of other dealers. Then, too, the trade associations' enforcement of arbitration causes many to be more reasonable in their demands where disputes arise.

SHIPPERS TO Kansas City, who are opposed to being required to guarantee the quality of their grain until its arrival at unloading elevator, owe it to themselves to read carefully the discussion of this subject at the recent meeting of shippers in that city. It was repeatedly pointed out that shippers have in their own hands the power to avoid this trouble. The elevator men of that city, by private terms stipulated in their card bids and purchases, are seeking to secure the right of reinspection of grain purchased, regardless of when it may arrive at their elevators. This is very natural. The shippers protesting the loudest against the practice would do the same thing were they in the place of the elevator man. However, it is not necessary for the shippers to sell subject to such terms, which, in the common parlance of the Kansas City trade, are known as "old terms." The rules of the Kansas City Board of Trade provide that unless otherwise agreed, buyers must accept or reject the grain bought on or before 1 o'clock of the next business day following, and if shippers will take the precaution to instruct the grain commission merchants to sell their grain only on "new terms," the bugaboo of reinspection upon arrival at elevator need give them no worry hereafter.

GRAIN SHIPPERS must keep in mind that the new government corn grades will go into effect July 1st, and will become the only legal grades usable in interstate commerce. Inasmuch as most of the grain grading authorities have adopted these grades as their own, they will be the only grades used in most, if not all markets, after July 1st. The new grades are sure to require more careful classification on the part of shippers and make it necessary for them to provide more bins, or else much better facilities for cleaning and improving corn than they have had in country elevators heretofore.

THE COST of handling grain through an elevator was again discussed at the Kansas meeting, with the usual result that the elevator man was shown to be conducting his grain business at a loss. Dealers who will draw off a trial balance for each branch of their business monthly, will soon determine whether or not they are assuming the hazards of the grain business for the fun of it, or running some chance of accumulating a small profit. All of the figures which have been published from time to time are unanimously against the small margins upon which the grain business is today conducted. There seems to be no doubt that the country elevator operator is buying grain on a close enough margin to send him into bankruptcy every year, if he did not have other lines of trade with which to protect his bank account.

THE RAILROADS of the Southwest, recognizing that they have an unusual task before them, have employed much extra help recently for the repairing of old grain cars, and the traffic managers of the Kansas and Oklahoma railroads are endeavoring to start a campaign of co-operation between the carriers and the shippers and receivers of grain, both through individuals and through their trade organizations, in the hope of securing prompter service in furnishing, loading and in supplying shipping or reconsigning instructions at points of shipment or disposition orders at points of unloading. It behooves everyone identified with the grain and the transportation businesses of the southwest to work overtime, lest the grain shippers and the railroads be tied up in a more confusing congestion than has been previously known. At the meeting in Wichita tomorrow, an effort will be made to interest all dealers in contributing to the prompt forwarding and release of cars, to the end that they may be returned for reloading. The railroads are fully aware of the great demands soon to be made upon their rolling stock, and are adding to their grain handling facilities wherever possible. Many of the causes contributing to greater delay and congestion can be entirely eliminated, without inconvenience to shippers and receivers, and it is up to them to give full instructions promptly and thereby assist the carriers in prompt handling.

TRADE REGULATION in all forms is receiving unlimited attention at Washington and so many bills are being introduced that even the committees on commerce is unable to keep track of the original bills or the amendments. It may be that the lawyers and the politicians will come to their senses about election time and ask the advice of a few practical business men, who have had actual experience. A late amendment introduced by Senator Cummins to a bill which is designed to regulate business through a commission, authorizes the commission to determine whether any person or corporation is selling "*below actual cost, for the purpose of inflicting injury upon a competitor.*" If the commission is established it will take an army of clerks and employees to carry on its work of seeing that the spirit of the trade laws are respected. What next?

### "Regulation or Demoralization."

The president of the Kansas City Board of Trade, in addressing the Kansas dealers at Kansas City recently, called attention to the tendency of the politicians to regulate all business, and especially the grain business, with the result that much demoralization is sure to result. The average politician seems to accept his election to office as an unlimited license to revolutionize everything. Business men, who are accustomed to established methods and practices, do not find it an easy matter to readjust their businesses to new and oftentimes impracticable regulations, which are generally formulated by men unfamiliar with the line of business affected.

The country needs less legislation and greater care in the drafting of the laws enacted. The different dealers who discussed the Kansas Feedstuffs law, and especially Mr. Robinson, pointed out most clearly that the law placed the punishment most heavily upon the man who was disposed to respect the law. The politicians, in their efforts to provide many places for their ward workers, in recent years have insisted upon inspecting everybody and everything and charging a fee for the service, the real purpose being to provide places, rather than to secure the enforcement of the law.

The Kansas law levies a tax of \$10 upon the small operator of a chop mill for each kind of chop he may put out, but the operator of a 50 bbl. flour mill, who also manufactures chops, is taxed only \$5. In addition, each manufacturer must frequently secure a chemical analysis of his product, to make sure that it is up to the specifications of his original sample.

In the olden days the law breaker only was punished, and the more severely he was punished, the fewer were his offences. Today the politicians insist upon inspecting everything and collecting a fee for the inspection, to the end that many men are discouraged from entering business and the already high cost of living is swelled to the breaking point. The country has too many politicians, too many laws, too much political service.



## Letters From Dealers

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Value of Leaking Car Reports.

*Grain Dealers Journal:* The "Leaking in Transit" Department is another valuable leaf in the Journal. I myself have detected cars leaking in transit and have caught the initials and number of the car and made the Journal a report. Probably the grain man who shipped this car was sitting at his desk looking this leaf over and caught sight of the number of his car reported as leaking.

This makes a good proof to the railroad company that this car was seen leaking in transit, therefore gaining a quick settlement of railroad claims filed.—E. L. Davis, mgr. Berry & Breckenridge Farmers Grain Co., Custer, Ill.

### Buy on a Reasonable Margin.

*Grain Dealers Journal:* I note in a recent number of the Journal in a communication relative to grain merchants profits, the writer states that the failure of farmers' elevator companies results from management by men who do not know how to handle grain. I disagree with the writer.

Wherever there is a farmers elevator, the organized grain trade, instead of staying by the margin in prices that has obtained for years as they should, will pay a little more for grain than it is worth for a couple of years. Naturally the manager of the farmers elevator company is compelled to follow their tracks. Then when he is forced to close down the dealers say that the man didn't know how to handle grain.

I am glad the writer of the article buys grain on a reasonable margin and I think that every man in the grain business should do the same. Why all of them don't do it, I can't see.—F. S. Staples, Lebanon, Neb.

### Poor Shacks Have Iron Roofs.

*Grain Dealers Journal:* I am always interested in the articles appearing in the Journal, especially in regard to ironing elevators.

It seems to be the fad to give great credit to elevators that have iron roofs, but I have seen some very poor shacks with this kind of covering. One I took charge of in North Dakota was built from the refuse of lumber and would not hold nails to make iron stick. Prior to my taking charge they had lost a considerable lot of wheat from the iron coming loose and letting rain wet the bins.

I found it a very nice (?) job getting ropes out of the cupola windows and lowering myself and slipping around over the miserable stuff, doing what someone else ought to have done right in the first place.

A trap of this kind will hold sparks, too, almost as well as shingles; and as to leaks, who ever saw a good shingle roof leak so hard as some patent things that are now pushed so hard.

A lot of well groomed and well fed gentlemen can prescribe all kinds of protection after they take the risks; but still they often insure some incendiary right in the center of a good business block and the whole town runs a big risk.

Cement floors with their several inches of rotting grain used to be promoted a few years ago. While underwriting they ought to put a premium on large windows or doors in cupolas and plenty of ventilation so the dust could be blown out from day to day, and on a good stairway as well as a single man lift to go topward.—D. M. McKenzie, Anthon, Ia.

### Coming Conventions.

June 15-16.—Council of Grain Exchanges at Buffalo, N. Y.

June 17-18.—The Ohio Grain Dealers Ass'n at Cedar Point, O.

June 23-25.—American Seed Trade Ass'n at Washington, D. C.

June 24-25.—Mid-summer meeting of Indiana Grain Dealers' Ass'n at Indianapolis.

July 14-16. The 21st annual convention of the National Hay Ass'n will be held at Cedar Point, O.

July 15-16.—North Dakota Ass'n of Managers of Farmers Co-operative Elevtr. Co's. at Grand Forks, N. D.

Oct. 12-14.—Grain Dealers National Ass'n at Kansas City, Mo.

### Private Wire Hearings.

Leases of public telegraph and telephone wires to individuals and private corporations have been the subject of an inquiry by the Interstate Commerce Commission. A member of the Commission, who has since died, made an exhaustive report; and the Commission announced June 5 that hearings will be held at New York July 1 and in the Federal building at Chicago July 9, on the use of private wires.

The private wire leasing system was attacked at the New Orleans convention of the Grain Dealers National Ass'n. in October in a committee report by Gardiner B. Van Ness, a member of the Chicago Board of Trade, which was published in full in the Grain Dealers Journal, Oct. 25, page 617.

Grain speculative brokerage firms do not use private wires to the extent that stock brokerage houses employ them. One grain commission firm at one time owned outright its private wire between two most important western markets, and the Standard Oil Co. at one time maintained what was probably the largest system of privately owned wires.

The usual practice now is for the commission firm to lease a wire for certain hours, at other times during the day the wire being at the disposal of the general public. This is alleged to work against the individual broker on the Board of Trade in dealing with a country customer, his messages being delayed while the private wire branch in the same town gets instant service and continuous quotations. The country customer gets the vastly better service of the private wire house at no extra charge; and as the phone toll between the customer and the local private wire branch is usually nothing compared with the cost of a long distance call to Chicago, or a telegraph message, the individual Chicago broker is unable to compete.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Wabash 72967 was set out at Marshfield, Ind., June 6, on account hot box, leaking yellow corn; both ends sprung out badly; could not repair to do any good.—P. J. Wolfram, Wolfram Grain Co.

C. & E. I. 60036 was seen at 86th St., Chicago, Ill., on Belt Ry., leaking corn. Car was being switched by Belt engine about 3:45 P. M., June 6. As car was bumped it leaked across entire west door.—Gus Vock, with Carl F. W. Pfeiffer.

I. C. 36909 was set out at Pesotum, Ill., June 3, leaking yellow corn badly at east side near each end. About 50 bus. ran out which was picked up and put in car by section men who repaired car best they could.—Davis & Gilles.

R. I. & P. 2156 from the I. C. on C. & N. W. southbound, passed thru Onawa, Ia., June 3, leaking corn at three corners, also M. & O. 9491 from I. C., leaking corn at side with doorpost broken out at sill.—A. D. Post, mgr. Farmers Elevtr. Co.

C. M. & St. P. 52360 passed thru Owego sta. (Salix p. o.), Ia., June 3, leaking corn at end. Notified brakeman, no attempt to fix.—Geo. Worley.

L. E. & W. 7614, eastbound, via L. E. & W. R. R., passed thru Paxton, Ill., June 2, leaking yellow shelled corn over wheel. Train did not stop.—B. M. Rollins.

..... 106821, containing corn, in wreck near Chicago Heights, Ill., June 1, was apparently thrown over by wrecker. Number of other cars containing oats and corn were also wrecked and grain spilled along R. R. tracks for several miles.—D. McKenzie, agt. Western Elevtr. Co., Anthon, Ia.

F. D., D. M. & S. 1120 was set out at Stanwood, Ia., June 1, with end board bulged out, some white corn had leaked out. Repaired June 2.—J. P. C. Christianson, mgr. King-Wilder Grain Co.

I. C. 37225 was set out at Manteno, Ill., May 28, leaking corn at side, probably 25 bus. ran out while on siding. Repaired by railroad men but loss must be considerable.—West Bros. Grain Co.

Mo. Pac. 82185 passed thru Argenta, Ill., May 28, leaking white corn badly at east side door. An attempt was made to stop leak while train stopped but without much success.—W. W. Jamison, engineer Argenta Grain Co.

D. L. & W. 35176 on train No. 94, passed thru Austinville, Ia., May 27, leaking corn on account broken end post.—W. G. Austin.

G. N. 200528 passed thru Greenfield sta. (Blanchard p. o.), N. D., leaking barley at end and side.—F. E. Cormack, agt. St. Anthony & Dakota Elevator Co., Preston sta. (Blanchard p. o.), N. D.

P. E. 559,283, on Big 4 Ry., was set out at Swanington, Ind., May 20, for repairs. Floor gave way and 50 to 75 bus. corn ran out in one place while train was standing still. No corn was picked up and put back.—J. W. McConnell.

Penna. 27972 passed thru Geneva, Ia., via M. & St. L., May 6, leaking barley at side. Train did not stop.—S. A. Nelson, mgr. Geneva Elevtr. Co.

L. S. & M. S. 50563 passed thru Noblesville, Ind., May 5, leaking yellow corn badly.—Noblesville Mfg. Co.

I. C. 142510 passed thru Manson, Ia., May 1, billed to Council Bluffs, leaking corn at end. No time for repairing.—A. Hakes.

I WOULD NOT be without the Grain Dealers Journal.—Delbert Cramer, Mansonville, Ia.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### How Collect for Grain Doors?

*Grain Dealers Journal:* How can I collect for grain doors supplied for M. & O. R. R. cars?—Scott Jordan, Mill Creek, Ill.

### Want Suggestions on Seed Storage.

*Grain Dealers Journal:* We would like to have suggestions from Journal readers on storage bins and elevators for alfalfa and clover seeds. Our idea is that we will require three or four bins to hold something over a car each together with some method of elevating the seed from the mills below.—B. & G. Co.

### Does a Contractor's Liability Involve the Owner?

*Grain Dealers Journal:* In case we have a contractor build an elevator, could we be held responsible for any liability, considering, of course, that he agrees to complete and turn over the building for a certain sum? In case he does not fully protect his workmen with liability insurance, could those men in any way hold us or the house?—Kelso Grain Co., Cherokee, Kan.

### Magazine for Bean and Seed Dealers?

*Grain Dealers Journal:* I would like to subscribe to a journal devoted to beans, peas and seeds; or I would like to get the names of large shippers of beans and peas.—M. Levin, Brooklyn, N. Y.

*Ans.:* No magazine is devoted exclusively to beans, peas and seeds. The large shippers of beans are located in Michigan, and their names are given in the Directory of Michigan Shippers, published by the Grain Dealers Journal.

### Who Should Make Good Shortage?

*Grain Dealers Journal:* We bot a car of corn from A, on sworn shipper's weights. Having more corn at the time than we could use, we sold to C, on the same terms. The sworn shipper's weights were not received with invoice and B/L. C reports the car short 32 bus. and car leaking. C filed claim against the railroad company for the loss. The railroad company admits the car was in bad condition and declines to pay the claim, on the ground the shipper didn't have the loading weight, but estimated the amount in the car.

We took the matter up with A, but found him "broke" and out of business. We then referred it back to the shipper, and he says he sold the corn to A, on sworn or official destination weights. Now, according to the rules of the grain trade, who should make good this loss?—F. E. Co.

### Where Are Weevil Doing Damage?

*Grain Dealers Journal:* Can the Journal tell us if elevators in general are troubled with weevil or any other worms or bugs that work and damage grain? If certain sections of the country are troubled with these pests we would appreciate very much to know about it.—Krestol Manufacturing Co., Sioux City, Ia.

### How Recover Advance to Tenant?

*Grain Dealers Journal:* We contracted verbally from a farmer 500 bus. white corn at 60 cents for 30 days delivery, and advanced \$135 to the seller. The corn was delivered in the correct time, but on time to make settlement for balance due on the purchase the landlord came in and drew the money on the corn, which we paid. Therefore the renter simply sold his corn to us in order to get some money on it. Under what authority and how should we assess a settlement on the man who sold us the corn?—E. L. Davis, mgr. Berry & Breckenridge Farmers Grain Co., Custer, Ill.

### Does Four Months' Limit Apply on Cooperaage?

*Grain Dealers Journal:* In reply to L. Birkett, Luverne, Minn., as to whether the tariff providing that claims of 80c per car for cooperaage during the years 1908-11 be filed within four months after the car was weighed, I would say that the case in question is not covered by that ruling. Mr. Birkett has in mind the report of the Interstate Commerce Commission governing the B/L as relates to loss and damage, but cooperaage charges come under the section of the Interstate Commerce Act providing for overcharges in rates and would be handled in a like manner, being collectable until outlawed by the Statute of Limitations of the respective states as would any common law obligation.—A. R. Smith.

### Can a Line Elevator Co. Keep a Town Out of Line?

*Grain Dealers Journal:* Can a line company operating at three adjoining towns lawfully pay more for grain at the middle station than at the others in order to run out the independent buyer at that place? The freight rates from these places are all on an equal basis. What action can the independent man take, if any?—W. L. A.

*Ans.:* A line company can pay whatever price it chooses, under the common law. In a few western states laws known as "anti-discrimination" statutes have been enacted, to prevent just such unfair competition; but in one instance where such a law was invoked by a local company, the line company showed that the local company had been bidding up prices and that the line company in paying higher than at its other stations, was simply meeting the local competition, and was held guiltless.

Chap. 310, Sec. 3, in effect Apr. 4, 1913, provides "Any person, firm or corporation doing business in the state of Iowa and engaged in purchasing any commodity, that shall, for the purpose of destroying the business of a competitor, discriminate between different towns by purchasing at a higher price in one town than is paid in another, making due allowance for cost of transportation and difference in quality, shall be deemed guilty of unfair discrimination, provided that prices made to meet competition at such town shall not be in violation of this act."

The penalty provided in Sec. 5028-c is a fine of \$500 to \$5,000, or imprisonment for not to exceed one year, or both.

It is made the duty of the county attorney in each county to enforce this law.

### How Exterminate Scoopers?

*Grain Dealers Journal:* Will brother dealers please give us a remedy to exterminate scoopers, better known as "boot-leggers"?—Marshall Grain Co., Floydada, Tex.

### Head Pulley Too Small.

*Grain Dealers Journal:* In reply to S. L. Gamble, who is unable to get his elevator to discharge properly, as stated in this column May 25, I advise him to get a bigger head pulley.

A 36-inch pulley is altogether too small and does not give the cups time to empty out.—Ole Wennevold, agt. Thorpe Elevator Co., Flaming, Minn.

### Is Movement of Grain Expedited?

*Grain Dealers Journal:* I understand that some of the eastern lines are putting grain in the "continuous movement" class, instead of forwarding by ordinary freight as at present, especially corn. Is the Erie one of the lines doing this? What are the different classes of movement on the Erie for freight shipments, and where does grain come in compared with dry goods, fruit and other merchandise?—C. T. Maxwell.

*Ans.:* The Erie Railroad, as stated by H. W. Forward, G. F. A., has three classes of freight movement: "Expedited service," "Time Freight" and "Continuous Movement." The Erie places grain in the continuous movement class, except that new corn is given "Expedited Service." Other grain is given expedited service when attention is called to its necessity in special cases. Fruit is given expedited service and dry goods the same as grain, continuous movement.

### Do Decisions of One State Apply in Another?

*Grain Dealers Journal:* In the Journal for Nov. 25, 1913, page 802, we note the decision of the Supreme Court of South Carolina in the case of Varnville Furniture Co., following, and wish to know if this ruling will apply in Missouri.—Brown-DeField Grain Co., Charleston, Mo.

*Interstate Commerce.*—Civ. Code 1912, §2573, providing that every claim for freight overcharged or for loss of or damage to property while in the possession of common carriers shall be adjusted and paid within 30 days in case of shipments wholly within the state, and within 40 days in case of shipments from without the state, and that failure to adjust and pay such claims within such periods shall subject the common carrier so failing to a penalty of \$50, does not unlawfully regulate or unreasonably burden interstate commerce, and is valid in the absence of legislation by Congress on the same subject.—Varnville Furniture Co. v. Charleston & W. C. Ry. Co. Supreme Court of South Carolina. 79 S. E. 700.

*Ans.:* Suit can not be brot in Missouri under this law of South Carolina known as §2573 of Civ. Code 1912. If suit is brot under a similar statute enacted in Missouri the shipper's attorney can cite the South Carolina court decision as upholding legislation compelling prompt settlement of claims.

The Missouri Annotated Statutes, 1906, §1160 provide "Any railroad corporation which shall demand or receive any greater compensation for the transportation of goods in violation of the provisions of this article, shall forfeit and pay for any such offense any sum not exceeding \$1,000 and costs including attorney's fee, to be recovered by civil action by the party aggrieved."

FOR FOTOGRAFS of the handsome heads of kafir corn shown on the front page of the Journal, May 25, we are indebted to the *Southwest Trail*.



## Seeds

MASON, O., June 8.—Timothy good; clover very poor.—Kretz & Co.

Manhattan, Kan., May 16.—Alfalfa is being cut.—Geo. T. Fielding & Sons.

PILGER, NEB., June 8.—Alfalfa acreage larger than last year.—Munger & Co.

WILLIAMSBURG, O., June 5.—Timothy and clover looking good.—Samuel Franke & Sons.

The Henry Fish Seed Co., Carpinteria, Cal., has recently installed some new machinery.

NICKERSON, KAN., June 4.—Alfalfa doing extra well.—Chas. N. Wooddell, Wooddell Grain Co.

Exeter, Neb., May 23.—Alfalfa about ready for first cutting.—E. O. Newell, agt. Nye Schneider Fowler Co.

HARLAN, IA., June 2.—Scarcely any timothy will be harvested here.—Webb McConnell, Green Valley Seed House.

CONCORDIA, KAN., June 4.—First crop alfalfa about all up; showing up fine.—John W. Taylor, mgr. Farmers' Mill & Elevator Co.

Coffeyville, Kan., May 20.—Splendid crop of alfalfa; now being harvested; too much rain to cure; will have to consume first crop at home.—A. T. Ragon.

We have changed our business location to 44-46 Pearl street. I. L. Radwaner, Jr., of our firm, has just returned from a European business trip.—I. L. Radwaner, New York.

THE GRISWOLD SEED CO., Lincoln, Neb., is defendant in a suit brought by State Food Commissioner Herman on the charge of offering for sale alfalfa seed containing noxious weed seed.

Sioux Falls, S. D.—R. W. Baker, until recently inspector for the Grain Dealers Fire Ins. Co., has accepted a position in the clover seed dept. of Crabbs-Reynolds-Taylor Co. of Crawfordsville, Ind.

CLOVER seed continues to fluctuate with the speculative demand. Most large dealers still indifferent but trade fair. Prices soared to highest of the season this week. Crop reports are mixed. Foreign prospect was mostly fine but England and continent both now complaining.—C. A. King & Co.

BEANS grown in Austria, Hungary and Roumania will be handled by the Bad Axe Grain Company of Bad Axe, Mich., this season, if negotiations by W. J. Orr and Fred M. Cross, officials of that company, are successful. Messrs. Orr and Cross left for Austria-Hungary recently to contract for quantities of this year's crop.

TOLEDO, OHIO.—Clover seed prospects are for a somewhat increased acreage in Wisconsin and the new clover territory northwest. Prospects are generally favorable. Some complaints from southern Michigan and southern Indiana and Illinois, on account of drouth last summer. Prices have had a good advance from the April low. Although now above a 10-year average, the crop hazard is still ahead and the trend is usually upwards for the next 60 days. These considerations are encouraging some investment buying at current levels.—Southworth & Co.

POISONED BRAN MASH is being experimented with as an exterminator of the alfalfa worm on farms near Independence, Kan., by W. P. Hays, Prof. McColloch of the state agricultural college and E. J. Macy. The mash proved effective for the first crop but, it is reported, is not preventing the ravages of the pest in the second.

Arthur E. Shultz, Olney, Ill., has registered the word "Tip-Top" to be used as the trade-mark of his clover, alsike, alfalfa clover, white-clover, crimson-clover, sweet-clover, timothy, red-top, blue grass, and orchard-grass seeds. The design is a series of isosceles triangles disposed in a circle with the word "Tip-Top" between spaced lines.

Lubbock, Tex., May 27.—We feel absolutely safe in stating that there will be more Sudan grass seed raised in Lubbock County this year than in all the balance of the United States. A farmer here planted 5 acres in this crop last season and realized over \$2,500 gross. The seed retailed at from 50c to \$3.50 per pound.—Lubbock Grain & Coal Co.

FREE SEEDS, which have been formerly sent to constituents of congressmen in various parts of the country to curry favor, have been done away with by the Senate. The item containing the appropriation for these seeds was cut from the list upon the suggestion of Senator Kenyon of Iowa when the appropriation bill was passed by the upper house.

COLUMBIA, Mo., June 6.—The timothy and clover meadows have suffered a great deal from dry weather and army worm as well as weeds due to the drouth of last year. Reports last month were to the effect that the weeds were damaging the crops most, but this month the army worms are doing the most harm. The condition of timothy is only 58 and that of clover is 63. Flax acreage for the state is about the same this year as last.—Missouri Dept. of Agriculture.

London, England, May 22.—The red clover growing plant for the next year is not looking well in England. There has been considerable buying of 1913 crop for holding over for next season both here and on the continent. White clover is planted in smaller quantities than last season. We have a few tons of the 1913 crop left. The 1913 crop of English alsike is practically exhausted. Outlook for next season not favorable. The alfalfa market is quiet with a fair supply of good quality seed 97/99% purity.—C. W. LeMay & Co.

### Flaxseed Movement in May.

Receipts and shipments of flaxseed at the various markets during May as compared with May, 1913, were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Minneapolis..	138,809	136,310	31,190	73,650
Duluth .....	230,480	773,784	472,525	1,969,938
Milwaukee .....	27,830	103,200	.....	.....
Chicago .....	116,000	344,000	1,000	2,000
Kansas City.	3,000	1,000	.....	1,000

### Chicago Seed Movement.

During the week ended June 6 Chicago received and shipped the following amounts of seeds, stated in pounds, compared with the corresponding week of last year:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Timothy .....	251,000	650,000	170,000	271,000
Clover .....	183,000	85,000	60,000	69,000
Other Grasses .....	268,000	40,000	309,000	134,000
Flax (bus.) .....	7,000	12,000	.....	.....

### From the Seed Trade.

SPOKANE, WASH.—All conditions now are good for a crop on all items with the exception of beans. A late frost caught our bean crop and reduced it at least 50 per cent. Unless there is an early demand for timothy seed the acreage cut for seed will be materially reduced.—Spokane Seed Co.

ADRIAN, Mo.—Both timothy and clover have steadily decreased in area, as these two grasses are the principal ones grown here. Last year was very dry and all the newly sown fields were a failure as far as getting a stand was concerned, and this year there was not as much sown as there should be, as a great many did not have the money to buy seed with. This year's crop of timothy looks very poor, as the white weed has taken the most of the meadows, and there will be very little seed threshed here. There is very little in the country, but if we have a good crop of wheat, oats and corn, I think next fall and spring there will be a great deal of grass seed sown.—Farmers' Elevator & Mfg. Co.

REGINA, SASK.—There has been a change during the past three years in the variety of wheat, and now the greater part of the wheat crop consists of marquis wheat, whereas two or three years ago red fife was the leading variety. Very little change is noticeable in the varieties of oats, barley and flax. Last season grain prices were considered low, but notwithstanding that fact the usual acreage of wheat will be sowed. The acreage of flax has been decreasing during the past two seasons on account of the price being so much less than it was a few years ago. The introduction of weeds on the farms may have assisted in causing the lesser area of flax but the unsatisfactory prices of flax and the introduction of the earlier maturing marquis wheat are the principal factors.—Mooney Seed Co.

### Toledo's May Seed Movement.

Receipts and shipments of seeds at Toledo during May were in bags as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Clover .....	1,116	636	2,126	604
Alsike .....	70	162	62	83
Timothy .....	602	234	3,111	783

### Imports and Exports of Seeds.

Imports and exports of domestic seeds and exports of foreign seeds during March compared with March, 1913, and during the nine months ending April 1, 1914, compared with the corresponding period ending April 1, 1913, as reported by O. P. Austin of the United States Bureau of Statistics, were in pounds as follows:

	IMPORTS.			
	March.		Nine mos. ended April 1.	
	1914.	1913.	1914.	1913.
*Castor Beans	146,624	5,479	750,876	579,570
*Flaxseed	888,729	378,458	6,422,072	4,214,759
Red Clover	1,110,399	495,254	6,543,867	5,625,538
Other Clovers	3,346,123	911,437	20,916,471	12,873,444
Other Grasses	3,586,991	1,999,573	22,697,423	22,108,013
	EXPORTS.			
	1914.	1913.	1914.	1913.
	1914.	1913.	1914.	1913.
Clover	765,868	788,360	4,109,647	5,126,582
Timothy	1,998,429	1,624,048	11,052,078	15,511,966
Other Grasses	290,940	311,121	4,315,890	7,522,275
*Flaxseed	104	532	16,625	282,337
EXPORTS OF FOREIGN SEEDS.				
Clover	.....	.....	.....	1,206
Other Grasses	53,599	.....	99,684	105,200
*Bushels.				



# Grain Movement

Reports on the movement of grain from farm to country elevator and shipments from interior points are always welcome.

## CALIFORNIA.

San Francisco, Cal., June 6.—Freights to Europe are low and an enormous business in grain has already been done for Continental Europe by steamer during August, September and October.—Wm. Berg.

## ILLINOIS.

Marshall, Ill., June 6.—Little grain of any kind in farmers hands; shipping in oats and corn.—John Marvin.

New Canton, Ill., June 8.—Will ship new wheat from this station this month.—Fred Rose, mgr. M. Heidloff.

Ballou sta. (Wilmington p. o.), Ill., June 8.—Probably about 15% old corn and oats in farmers hands.—F. A. Bruns.

Harpster, Ill., May 29.—Farmers are now marketing some of last year's corn.—J. D. Burnham, agt. Shellabarger Elvtr. Co.

Vermont, Ill., June 5.—Practically no corn in farmers hands; requirements are being shipped in; possibly 5% oats on farm and in elvtrs.—Vermont Mills Co.

Custer, Ill., June 4.—No wheat being sold; about 15,000 bus. old corn in farmers hands; selling to each other and not to grain man as some farmers sold too short to run them.—E. L. Davis, mgr. Berry & Breckenridge Farmers Grain Co.

## INDIANA.

Marshfield, Ind., June 4.—Not much old corn or oats back.—P. J. Wolfram, Wolf-ran Grain Co.

Decatur, Ind., June 8.—Not much grain in farmers hands; some corn moving.—Burke Elvtr. Co.

Marion, Ind., June 9.—Wheat 3%; oats 4% and corn 40% left in farmers hands.—Burge-Thomas Mlg. Co.

## IOWA.

Earlville, Ia., May 22.—Grain nearly all out of our locality.—H. J. Pitcher & Son.

Onawa, Ia., June 3.—Old grain about all in.—A. D. Post, mgr. Farmers Elvtr. Co.

Perkins, Ia., May 26.—Farmers busy hauling balance of corn to market.—Wm. Dykstra, agt. Atlas Elvtr. Co.

Malcom, Ia., May 29.—Corn and oats moving rapidly, but all are going south.—W. E. Johnson, mgr. Farmers Elvtr. Co.

Guthrie Center, Ia., June 8.—Farmers still have 10% wheat; 20% oats and 15% corn on hand.—S. G. Compton & Sons.

Wall Lake, Ia., May 26.—Price of corn 64c; oats 34c here; wheat 80c west central section of state in Sac and Calhoun counties.—Wm. Claussen, per E. C. S.

Ortonville sta. (Wauke p. o.), Ia., May 25.—Having large grain movement at present; loading about 4 cars daily.—Lester Smith, mgr. Wright & McWhinney.

## KANSAS.

Hiawatha, Kan., June 6.—No old wheat or corn in farmers hands.—Ward Salisbury.

Hill City, Kan., June 6.—No grain in farmers hands here.—W. W. Justus, agt. Morrison Grain Co.

Pleasanton, Kan., June 6.—No grain of any kind in farmers hands.—A. Blaker, vice-pres. Blaker Lbr. & Grain Co.

## MARYLAND.

Berryman, Md., June 8.—No wheat or oats on farms; 50% more corn on farms than last year.—Johnson Bros.

## MISSOURI.

Sedalia, Mo., June 5.—No grain in farmers hands.—Sedalia Milling Co.

Silex, Mo., June 6.—No grain of any kind back on farms.—W. M. Shroeler.

Corning, Mo., June 8.—No grain in farmers hands at this time.—F. W. Walter.

Bethany, Mo., May 25.—No grain back in farmers hands.—Bethany Mill & Elvtr. Co.

Warsaw, Mo., June 5.—No grain of any kind left in farmers hands.—Warsaw Milling Co.

Higginsville, Mo., June 5.—No old wheat or corn remaining in farmers hands.—Higginsville Milling Co.

Sikeston, Mo., June 5.—Expect to receive some wheat in about a week.—L. R. Bowman, sec'y Scott County Mlg. Co.

Whiteside, Mo., May 25.—Corn is shipped in every year as this is quite a feeding country. We will ship out considerable wheat this season.—R. O. Long & Co.

## NEBRASKA.

Fairmont, Neb., June 6.—Grain all shipped.—T. M. Wright.

Pilger, Neb., June 8.—Small amount corn yet to be marketed.—Munger & Co.

McCook, Neb., June 6.—No grain in farmers hands.—Agt. Updike Grain Co.

Humboldt, Neb., June 6.—Practically no wheat, corn or oats in farmers hands except for feeding purposes; not enuf to carry thru; selling out considerable corn to farmers; we have about 10,000 bus. wheat on hand.—O. A. Cooper.

## OHIO.

New Bremen, O., June 6.—Not over 10% grain in farmers hands.—Henry Dierker.

Middle Point, O., June 1.—Corn about all in and just a few oats back.—H. G. Pollock.

Ansonia, O., June 6.—Little grain of any kind in farmers hands.—J. M. Pence, J. M. Pence Grain Co.

## TEXAS.

San Antonio, Tex., May 25.—New crop oats will begin to move June 1.—San Antonio Grain Co.

Whitesboro, Tex., June 4.—Wheat and oats will begin to move about August 1.—C. D. Henderson.

Belton, Tex., June 5.—Next week will bring the busy grain market period of our country.—Belton Mill & Grain Co.

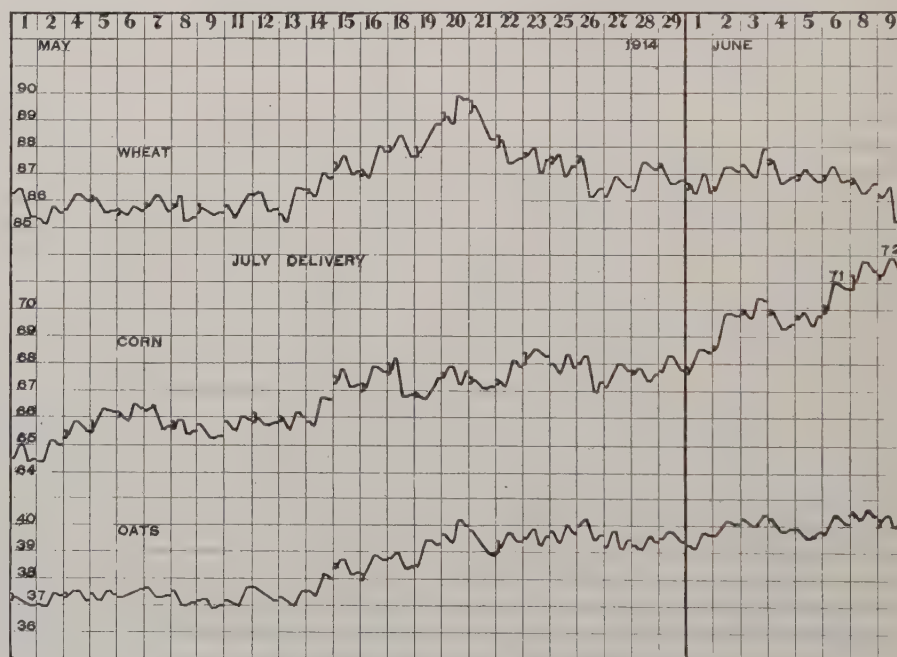
## Wheat Movement in May.

Receipts and shipments of wheat at the various markets for May compared with May, 1913, were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Chicago	4,716,000	1,668,000	2,959,000	2,970,000
Min'polis	3,538,510	1,202,410	2,116,270	699,640
Duluth	1,772,671	4,153,834	8,237,650	8,773,677
Baltimore	1,384,831	3,213,366	1,677,853	2,614,130
St. Louis	1,135,929	1,662,351	1,243,470	1,829,470
Toledo	812,000	305,000	431,700	305,800
Omaha	810,000	1,423,200	1,085,000	1,207,200
Kan. City	775,200	1,586,400	3,481,200	1,556,400
Milwaukee	412,825	422,900	231,211	194,882
Louisville	244,000	256,400	9,800	20,900
Detroit	101,000	109,000	81,000	135,000
Indianapolis	45,000	60,000	12,000	32,000
New Orleans	.....	.....	1,077,635	1,240,000
Galveston	.....	.....	96,000	757,240

## Chicago Futures

Opening, high, low and closing quotations on wheat, corn and oats for July delivery during May and part of June are given on the chart herewith:



## DAILY CLOSING PRICES.

The closing prices of wheat and corn for July delivery at the following markets for the past two weeks have been as follows:

JULY WHEAT.									
	May 25.	May 26.	May 27.	May 28.	May 29.	June 1.	June 2.	June 3.	June 4.
Chicago	87 1/4	86 3/4	86 1/2	87 1/4	86 3/4	86 1/4	87	87 3/4	86 3/4
Minneapolis	92 1/4	91 1/4	91	91 1/4	90 3/4	90 3/4	90 3/4	91 3/4	91 1/4
Duluth	94 1/4	93 3/4	93 3/4	93 3/4	94	93 3/4	94	95 1/4	94 3/4
St. Louis	84 1/4	83 1/4	83 1/4	83 3/4	83 3/4	83 1/4	83 3/4	84 1/4	83 1/4
Kansas City	81 1/4	80 3/4	80 3/4	80 3/4	80 3/4	80 1/4	80 5/8	81 1/2	80 1/4
Milwaukee	87 1/4	86 3/4	86 1/2	87 1/4	85 3/4	85 3/4	87 1/4	85 3/4	86 3/4
Toledo	88 1/4	87 3/4	87 1/2	88 1/4	87 3/4	87 3/4	88 1/4	87 3/4	88
Baltimore	91	91	91 1/4	91 1/4	91 3/4	91 1/2	90 3/4	90 3/4	90 3/4
Winnipeg	.....	95 1/4	95 3/4	95 3/4	95 3/4	95 3/4	96	.....	95 1/2
Liverpool	105 1/4	105 1/4	104 3/4	104 3/4	105 1/2	.....	105 1/2	105 1/4	105 1/2
*Budapest	141 1/2	142	142 3/4	144 3/4	145	.....	146 3/4	143 3/4	144 3/4

JULY CORN.									
	May 25.	May 26.	May 27.	May 28.	May 29.	June 1.	June 2.	June 3.	June 4.
Chicago	67 3/4	67 1/4	67 3/4	67 3/4	67 3/4	68 3/4	69 3/4	70 1/4	69 3/4
Kansas City	69 1/4	69 1/4	69 1/4	69 1/4	69 1/4	69 1/4	70 1/4	71	70 3/4
Liverpool	70 3/4	69 1/4	69 3/4	69 3/4	69 3/4	.....	69 3/4	70 3/4	70 3/4
St. Louis	69 3/4	68 3/4	69 1/4	69 1/4	69 3/4	69 3/4	70 3/4	71 3/4	71 3/4

\*October.



## Rye Movement in May.

Receipts and shipments of rye at the various markets during May compared with May, 1913, were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Minn'polis	259,340	32,430	348,700	45,330
Baltimore	204,973	170,103	137,142	137,143
Chicago	152,000	140,000	179,000	130,000
Milwaukee	93,070	159,500	84,728	171,769
Duluth	53,658	90,209	294,347	83,086
Louisville	21,050	106,300	21,555	28,015
Kansas City	12,100	6,600	1,100	2,200
Detroit	12,000	4,000	11,000	1,100
St. Louis	6,600	4,400	12,050	6,110
Omaha	6,600	38,500	13,000	21,000
Toledo	2,000	3,000	1,500	1,900

## Barley Movement in May.

Receipts and shipments of barley at the various markets during May compared with May, 1913, were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Chicago	1,289,000	1,588,000	350,000	362,000
Milwaukee	950,820	903,500	194,360	226,100
Minn'polis	813,520	309,570	1,704,390	522,370
Duluth	164,238	775,197	376,218	1,109,590
St. Louis	86,400	8,000	53,180	3,740
Louisville	39,000	22,900	.....	.....
Omaha	12,600	33,600	.....	6,000
Kansas City	11,300	49,000	2,800	4,200
Baltimore	4,479	126,300	.....	81,800
Toledo	3,000	1,000	.....	1,000
Detroit	1,000	1,000	.....	.....

## Oats Movement in May.

Receipts and shipments of oats at the various markets during May compared with May, 1913, were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Chicago	6,358,000	10,788,000	9,263,000	8,208,000
St. Louis	1,870,000	1,655,800	1,594,090	1,127,740
Milwaukee	1,145,700	747,000	833,236	911,159
Omaha	1,089,700	855,100	1,219,500	1,356,000
Minn'polis	936,470	208,060	1,731,440	188,430
Baltimore	898,970	419,152	393,122	50,770
Louisville	488,970	489,700	481,125	573,285
Kan. City	486,200	601,800	1,275,000	603,500
Indianapolis	440,000	537,000	116,000	80,000
Detroit	272,000	237,000	28,000	2,600
Toledo	110,400	201,600	111,600	248,000
Duluth	88,740	757,155	1,930,850	1,429,925
New Orleans	.....	.....	9,126	48,152

## Corn Movement in May.

Receipts and shipments of corn at the various markets during May compared with May, 1913, were as follows:

	Receipts.		Shipments.	
	1914.	1913.	1914.	1913.
Omaha	3,181,200	1,112,400	2,740,100	1,006,500
Kan. City	2,755,000	1,043,750	1,623,750	856,250
Chicago	2,492,000	5,135,000	4,423,000	5,015,000
St. Louis	1,501,825	2,375,700	905,450	1,136,310
Indianapolis	962,000	1,301,000	463,000	328,000
Galveston	686,882	.....	.....	.....
Louisville	552,605	1,061,500	496,695	772,420
Milwaukee	432,500	319,780	116,200	413,238
Minn'polis	373,290	177,580	236,630	83,460
Baltimore	165,721	268,110	33,133	298,786
Toledo	150,400	242,400	115,100	224,800
Detroit	24,600	101,000	97,000	57,300
Duluth	.....	19	128,072	47,014
New Orleans	.....	.....	137,515	103,805

## Imports and Exports of Grain.

Imports and exports of domestic grain and exports of foreign grain from the United States during March, 1914, compared with March, 1913, and for the nine months ended April 1, 1914, compared with the corresponding period ended April 1, 1913, as reported by O. P. Austin of the United States Bureau of Statistics, were in bushels, as follows:

	IMPORTS.		Exports.	
	March.		April 1.	
	1914.	1913.	1914.	1913.
Wheat	245,379	46,599	1,840,971	732,961
Corn	482,427	2,477	9,352,358	880,057
Oats	1,611,747	14,025	18,564,593	697,302
*Rice	28,711,493	18,605,547	206,530,156	154,817,045
Beans	264,480	80,849	1,205,298	851,496
Dr. peas	72,523	83,863	749,570	1,089,377
	EXPORTS.		Imports.	
	March.		April 1.	
	1914.	1913.	1914.	1913.
Wheat	3,456,953	4,568,517	75,122,543	72,193,597
Corn	1,169,620	10,109,388	7,207,859	41,473,960
Oats	83,087	295,298	912,334	32,557,911
*Rice	4,879,683	2,248,208	16,542,624	19,585,472
Barley	22,656	1,606,443	5,019,794	15,668,033
Rye	152,584	150,074	981,647	891,856
Buckwheat	60	4	436	1,294
Bean and dr. peas	30,537	30,092	246,934	313,194

\*Includes cleaned and uncleaned rice, broken rice, rice flour, meal bran and polish, in pounds.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

## CALIFORNIA.

San Francisco, Cal., June 6.—Will raise largest barley crop in state's history; probably 850,000 tons against 425,000 tons last year; quality will be fine and heavy as weather has been ideal for ripening; wheat crop will not be sufficient for home requirement as acreage is gradually being abandoned for better paying products such as barley, fruit, vineyards, etc.—Wm. Berg.

## CANADA.

Regina, Sask., June 5.—Taking Regina as the center of a circle, with a radius of 100 miles, the acreage of grain crop will show a slight increase over last year; in this territory there has been no shortage of seed of cereal grains; nor for that matter of grasses, although some of the latter is imported.—Mooney Seed Co., Ltd.

Winnipeg, Man., Can., June 6.—Rained considerably this week and nearly all points have plenty moisture; crop situation generally reported excellent; wheat plant is 4 to 6 in. high; coarse grains all seeded; increase in oats and barley is estimated at 20%; flax acreage is said to be about 40% smaller than in 1913; reports continue to indicate there is not much increase in wheat area.

## COLORADO.

Denver, Colo., June 4.—Have had an abundance of rain; in fact, almost too much; see nothing now to prevent largest crop Colorado has ever had.—T. D. Phelps, Summit Grain & Coal Co.

## ILLINOIS.

Bondville, Ill., June 2.—Oats acreage 100%; condition poor; corn acreage 100%; condition good.—M. A. Kirk.

Golden, Ill., June 3.—Good corn prospects; oats very poor; rain may help some; wheat will make 10 to 25 bus.—H. E. Selby.

Willow Hill, Ill., June 2.—Dry weather makes it look bad for this season; oats all in; can not be any crop now.—N. Byrd.

Mount Carmel, Ill., June 3.—Corn not being planted account extremely dry weather; wheat in fine shape.—F. J. Dorney.

Weldon, Ill., June 3.—Oats acreage 90%; condition poor; wheat acreage increased; corn acreage normal; condition fine.—W. A. Webb.

Ballou sta., (Wilmington p. o.), Ill., June 8.—Crop prospect best ever; wheat headed out; will be in full harvest June 25.—F. A. Bruns.

Mill Creek, Ill., June 3.—Wheat in fine condition; will be harvested about June 10; oats very poor, not over 1/5 crop.—Scott Jordan.

Fana, Ill., June 2.—Need rain badly for oats; corn looks fine; unless get rain chinch bugs from wheat will kill corn.—Geo. T. Barrett.

Jamaica, Ill., June 2.—Oats acreage average; condition only fair; weeds taking oats in some places; corn acreage normal.—R. T. Barton.

Freeport, Ill., June 2.—Oats acreage average; condition good; corn acreage slightly increased; barley acreage decreased.—H. A. Hillmer.

Fults, Ill., June 5.—Wheat 1/2 crop; corn not all planted; need rain or will not have any crop.—W. C. Kuehne agt. Nanson Com's'n Co.

Warrensburg, Ill., June 2.—Wheat acreage 40% larger than 1913; condition 85% and getting better; oats acreage 85% of 1913; condition fair; corn acreage normal; good stand; excellent soil conditions; doing fine.—Victor Dewein.

Prairie du Rocher, Ill., June 5.—Corn not all planted; have not had rain for 30 days; everything drying up.—T. H. Mashop, agt. Nanson Com's'n Co.

Meridan, Ill., June 5.—Have soaking rain at present; just what crops need; corn and oats doing fine.—R. E. Penipacker, agt. Neola Elvtr. Co.

Argenta, Ill., May 25.—Crops looking fairly good; some wheat damage; oats need rain; corn ground in good shape.—Agt. Shellabarger Elvtr. Co.

Vermont, Ill., June 5.—Wheat acreage increased 10%; condition decreased 10%; none plowed up or abandoned; full acreage of corn and oats.—Vermont Mills Co.

Renault st. (Prairie du Rocher p. o.), Ill., June 5.—Wheat making 1/2 crop; corn needs rain at once or will have failure.—H. D. Miller, agt. Nanson Com's'n Co.

Marshall, Ill., June 6.—Wheat acreage 100%; condition 50%; has deteriorated 10 to 25% last month on account drouth and fly; no acreage abandoned.—John Marvin.

Bluffs, Ill., June 8.—Some wheat damaged by fly; conditions improved in last 2 weeks; expect 20 bus.; corn in good shape but needs rain at once.—J. M. Pine, agt. National Elvtr. Co.

Walker, Ill., June 6.—Examined field wheat carefully; outside appearance indicated yield of 20 bus.; Hessian fly was working on wheat; much of it had fallen; yield of this field will not be over 5 bus.—S.

Cerro Gordo, Ill., June 3.—Weather dry; corn good stand; looks fine; oats backward; wheat prospects good; some fly damage; good rain will be welcome.—F. S. Fetz, Cerro Gordo Grain & Coal Co.

Harpster, Ill., May 29.—Farmers thru planting corn; it is out of ground; in most places shows good stand; growing fast; oats looking well in most fields but think they need rain again.—J. D. Burnham, agt. Shellabarger Elvtr. Co.

New Canton, Ill., June 8.—Wheat cutting began this morning; will be harvesting by June 11; majority fields better than average crop; need rain badly; corn in poor condition; army worms did considerable damage to it.—Fred Rose, mgr. M. Heidloff.

Green Valley, Ill., June 9.—Some wheat fields badly damaged by fly, or army worms, but still a promise of fair crop; corn good; oats heading out; very short; badly damaged by dry weather; may yet be 1/2 crop around here.—G. G. Waltmire, mgr. Farmers Grain & Coal Co.

Ivesdale, Ill., May 29.—Corn all planted; growing fine; best stand ever had; oats need rain but doing fine; wheat never looked better; no fly to speak of; 4 men examined 3 fields of wheat and found only one stalk that showed fly.—Thos. W. Schultz, mgr. Baldwin Elvtr. Co.

Custer, Ill., June 4.—Wheat in poor condition; not 1/2 crop; corn growing nicely; good stand everywhere so far; farmers plowing same regardless of extremely dry weather over this part of corn belt; oats will be close to failure unless we have rain soon.—E. L. Davis, mgr. Berry & Breckenridge Farmers Grain Co.

Highland, Ill., June 6.—Wheat acreage increased 20%; drouth and insects have damaged crop about 50%; oats and corn also suffering from drouth; oats in many instances only 6 inches high and heading; corn can make good if we get rain in a few days; corn and oats acreage probably 10% less than last year; pasturage has been killed by drouth and army worms.—Highland Mfg. Co.

Greenfield, Ill., June 3.—Wheat acreage largest ever sown; looks pretty good; some damage by Hessian fly and dry weather; without further deterioration will harvest big crop; corn all planted but on account 4 weeks dry weather did not grow good; several fields have to be planted over; oats will not amount to much; dry weather has stunted beyond recovery; army worms have made their appearance this week by millions; cannot tell what they will do to wheat crop; also have plenty of chinch bugs.—E. D. Woolley.



Mt. Sterling, Ill., May 29.—Most wheat looking good; some damage by fly; oats poor owing to dry weather; no rain since middle of April; corn looking fine; good stand.—Ed. Pendleton.

#### INDIANA.

Marion, Ind., June 9.—Wheat acreage 125%; none plowed up.—Burge-Thomas Mlg. Co.

Francesville, Ind., June 4.—Crops look fine; oats best in years; farmers all planting corn.—Farmers Elvtr. Co.

Decatur, Ind., June 8.—Winter wheat condition excellent; none plowed up; oats acreage 95%; corn acreage 105%.—Burke Elvtr. Co.

Marshfield, Ind., June 4.—Oats just fair; need rain badly; corn acreage large; good stand; growing fine.—P. J. Wolfram, Wolfram Grain Co.

Portland, Ind., June 6.—Wheat acreage 105%; condition 120%; none will be plowed up; oats acreage larger than last year; condition 10% better; corn acreage average; getting good start.—Haynes Mlg. Co.

#### IOWA.

Earlville, Ia., May 22.—Crops looking fine.—H. J. Pitcher & Son.

Dana, Ia., June 6.—Crop prospects fine to date.—C. S. Maxwell, mgr. C. C. Buck.

Onawa, Ia., June 3.—Crop prospects perfect.—A. D. Post, mgr. Farmers Elvtr. Co.

Wall Lake, Ia., May 26.—Wheat condition 90%; oats condition 90%; had good rain; corn promising; nearly all done planting.—Wm. Claussen, per E. C. S.

Guthrie Center, Ia., June 8.—Winter wheat acreage 95%; condition 100%; corn acreage 105%; oats acreage 90%; condition of all crops 100%.—S. G. Compton & Sons.

Perkins, Ia., May 26.—Prospect for 1914 crop good; have had several in. rain past 2 weeks; corn coming up fine; planting practically all done.—Wm. Dykstra, agt. Atlas Elvtr. Co.

Harlan, Ia., June 2.—Conditions normal; farmers putting best land into corn; owing to last season's prices considerable pasture plowed up and put to corn; fine prospect; good stand.—Webb McConnell.

Mt. Ayr, Ia., May 28.—Hessian fly has made appearance in Ringgold county; hundreds of acres plowed up and sowed to corn; reports from southern part of county show most damage; corn coming along fine; oats prospect good so far.—E. E. Hayes & Sons.

Sioux City, Ia., June 2.—Do not think crop prospects were ever better; have had some timely rains and should raise another bumper crop; considerable winter wheat had to be abandoned and put to something else; whole country looks like great garden at present; grain acreage fully as large as last year and should yield even better on account favorable spring.—J. C. Mullaney, sec'y Board of Trade.

Des Moines, Ia., June 7.—Rainfall over south-central counties was practically nil last week and all crops, except corn, suffered for moisture; over balance of state crops are in fine condition; were greatly improved by timely rains. Condition of crops on June 1, compared with average were corn 101%; oats 99%; spring wheat 58%; winter wheat 96%; barley 95%; rye 97%, and flax 96%.—Iowa Section, U. S. Dept. of Agriculture Weather Bureau.

#### KANSAS.

Pawnee Rock, Kan., June 4.—Big crop prospects here this year.—W. M. Lewis.

Ruleton, Kan., June 3.—Wheat looks well; 90% stand.—J. H. Hobbs, agt. Phillipsburg Mill & Elvtr. Co.

Jetmore, Kan., May 27.—Thousands of acres of winter wheat will make 20 bus. per acre.—A. H. Ling.

Nickerson, Kan., June 4.—Wheat, oats and corn doing extra well.—Chas. N. Wooddell, Wooddell Grain Co.

Liberal, Kan., May 25.—Crops could not be better, not only wheat but all other crops are at their best.—Gardner & Vickers.

Dresden, Kan., May 27.—Prospects are fine; need rain soon.—G. W. Roller.

Liberal, Kan., June 3.—Crop prospect never better in this territory at this season.—Bolin-Hall Grain Co.

Hiawatha, Kan., June 6.—Wheat acreage same as last year; not over 1% plowed up and put to corn.—Ward Salisbury.

Yates Center, Kan., June 4.—Wheat maturing fast; condition perfect; corn growing fine.—Harder-Weid Hay & Grain Co.

Cheney, Kan., May 27.—Wheat heaviest in years, but too much rain at this time.—K. Lowe, mgr. Cheney Grain & Elvtr. Co.

Abilene, Kan., June 4.—Wheat coming along in fine shape; all other crops looking well.—D. Sommer, mgr. Farmers Elvtr. Co.

Ellsworth, Kan., June 6.—Ellsworth country wheat acreage 155,598 acres; condition 20 bus.; none abandoned.—Samuel C. Groth.

Attica, Kan., June 2.—Heavy rains accompanied by strong winds have caused much wheat on low lands that was rank to lodge.—R.

Iuka, Kan., June 4.—Harvest will commence about June 22; could not be more promising.—W. Z. Wilson, agt. Kansas Flour Mills Co.

Fort Scott, Kan., May 27.—We have doubled the wheat acreage and will have 3 times as much as usual.—J. D. Mead, Mead Grain Co.

Reserve, Kan., June 4.—Wheat as a whole looks good altho Hessian fly did some damage; corn stand good; weather dry.—J. M. Gilmore, mgr. Maust & Gilmore.

Stockton, Kan., May 27.—Wheat acreage in Rooks county is approximately 200,000 acres and a little rain will give us an average of 20 bus.—F. Montgomery.

Cimmaron, Kan., June 8.—Wheat looking fine except in spots in different localities a number of white or blighted heads can be found; cause unknown.—J. B. English.

Clay Center, Kan., June 1.—Our county produced 2,500,000 bus. wheat last year and if our present prospects are realized we will have 4,000,000 bus. this year.—J. W. Pinkerton.

Shaffer, Kan., June 4.—Largest crop of wheat in history of Rush County; fields clean; free from weeds and in fact nothing but wheat.—Geo. W. Vanhorn, agt. Kansas Flour Mills Co.

Oswego, Kan., June 4.—Some complaints of green bugs and army worms in wheat but do not think will harm it; crop never looked better; will begin to harvest June 10 if weather conditions are good.—Oswego Seed & Grain Co.

Hill City, Kan., June 6.—Wheat acreage 125,000 acres; will make 20 bus.; very little plowed up; oats acreage 15,000 acres; harvest will begin about June 25; need 500 harvest hands at \$3.00 a day in Graham County.—W. W. Justus, agt. Morrison Grain Co.

Modoc, Kan., June 5.—Many conservative grain dealers are putting estimate of crop far ahead of 1913 crop; so far no insect of any description to bother wheat in central and western Kansas; grain prospect never better than at present; weather conditions have been ideal since April 20.—Boulware & Countryman.

Ellsworth, Kan., June 1.—Wheat acreage 15 to 20% greater than last year; all our forage crop land was sown to wheat for pasturage and it did so well none was plowed up; if present conditions continue will average 20 bus., but we have no land left for forage crops, so will have to ship in feed stuff. Our pastures are full of weeds.—F. D. Sperry.

Pleasanton, Kan., June 6.—Acreage winter wheat in Linn county about 10,500 acres; condition 100% average; less than 1% of wheat will not be harvested. It is a little too early to figure the out-turn yet, but believe it will average 20 bus. per acre; there will be some wheat cut next week; oats acreage about same as wheat; looking fine; believe we will have best crop in years; usual acreage of corn; stand is good; growing fine; plenty of moisture.—A. E. Blaker, vice-pres. Blaker Lbr. & Grain Co.

Concordia, Kan., June 4.—Wheat harvest about 3 weeks away; prospect for bumper crop in this territory; oats will make better crop than last year; crops need rain but not suffering.—John W. Taylor, mgr. Farmers Mill & Elvtr. Co.

#### KENTUCKY.

Bardwell, Ky., June 3.—Wheat unusually fine; all dealers expect to reap the benefit of it.—W. H. Harlan.

#### MARYLAND.

Berryman, Md., June 8.—Winter wheat acreage same as last year; condition 90% compared with 50% last year; none abandoned; corn and oats acreage same as last year.—Johnson Bros.

#### MICHIGAN.

Birmingham, Mich., June 5.—Grain all in this section now; only limited amount of wheat raised.—E. R. Smith.

Stanton, Mich., June 2.—Rye and oats crop look fine; not a wheat country but wheat we have looks good; beans acreage will be large; corn good stand.—B. E. Cadwell.

Sturgis, Mich., June 4.—Wheat has gone back about 50% last month on account fly; does not look like ½ crop; corn starting good; farmers say never better stand; all planted; oats look good.—W. P. De Bolt, mgr. Sturgis Grain Co.

#### MINNESOTA.

Long Prairie, Minn., June 9.—Crops doing fine; plenty of moisture.—Wm. Luth, agt. Erwin Elvtr. Co.

Le Sueur, Minn., June 8.—Crops looking fine; rye all headed out; good stand; corn average 8 in. high; look for good crop this fall.—Wierwill Bros.

Minneapolis, Minn., June 3.—Conditions in Minnesota, North and South Dakota have remained fully as promising; weather has been warm, with occasional rains; small-grain seeding, except flax, is completed in all 3 states and corn planting is finished in Minnesota and South Dakota; farmers are now sowing flax in all 3 states; increased acreage in corn particularly in western Minnesota and North Dakota; in southern Minnesota rye is heading out; shows good stand and heavy heads; fields are free from weeds and grain plants are strong; of good color, and have vigorous root growth.—Van Dusen Harrington Co.

#### MISSOURI.

Osborn, Mo., June 2.—New wheat crop best ever.—J. F. Hughes.

Hannibal, Mo., June 8.—Wheat will make 75% of normal crop.—Hannibal Mlg. Co.

Sikeston, Mo., June 5.—Wheat being cut in this county now, some going 25 bus.—L. R. Bowman, sec'y Scott County Milling Co.

Bethany, Mo., May 25.—Loss in wheat by fly 50%; very dry; commencing to plow up; will plant to corn.—Bethany Mill & Elvtr. Co.

Higginsville, Mo., June 5.—Wheat acreage 100%; 10% abandoned; 75% normal crop; harvest in about 15 days.—Higginsville Mlg. Co.

Whiteside, Mo., May 25.—Will have good crop of wheat; not as large as estimated on account of flies in early sown wheat.—E. O. Long & Co.

Warsaw, Mo., June 5.—Wheat acreage 125% of last year; condition 100%; none plowed up; corn and oats acreage normal.—Warsaw Milling Co.

Malta Bend, Mo., June 6.—Wheat will make ½ crop; corn poor; too dry and too many insects; wheat harvest June 15.—F. D. Stockman Ice, Fuel, Feed & Grain Co.

Hale, Mo., May 25.—Wheat damaged 60% by fly; 40% plowed up; 20% put to oats and 20% to corn; need rain badly in this locality.—A. J. Herren, agt. O. A. Talbott & Co.

Sedalia, Mo., June 5.—Wheat acreage 10% increase over last year; condition 85%; small per cent plowed up; oats acreage increased 25%; condition 75%; corn not all planted; army worm destroying 33%; will have to be replanted.—Sedalia Milling Co.



Charleston, Mo., June 4.—Wheat looks as tho it will average 20 bus. for entire Mississippi County.—Geo. Hutson, Brown-De Field Grain Co.

Mexico, Mo., June 9.—Have fair crop wheat in this territory; oats bad on account no rain; corn will be good if we get rain in short time.—Hoxsey & Nichols Seed & Produce Co.

Silex, Mo., June 6.—Wheat crop equal to last year; 20% abandoned on account fly;  $\frac{1}{2}$  planted to corn and balance pastured; wheat cutting general a week hence.—W. M. Shroeler.

Salisbury, Mo., June 9.—Wheat making 40% of normal crop; oats are ruined; will only be fit for mowing; corn still looks good but needs rain.—T. E. Leach, mgr. Farmers Elvtr. Co.

Lamar, Mo., June 6.—Wheat and oats acreage increased 50%; yield will be about 25% greater per acre; no wheat plowed up altho some damaged slightly by bugs and worms.—Lamar Mlg. Co.

Frankford, Mo., June 8.—Wheat will make 75% normal crop; cutting will commence in few days; corn still looks good but must have rain at once.—C. E. Latimer, mgr. Frankford Elvtr. Co.

Vandalia, Mo., June 8.—Little wheat will be plowed up; some will be pastured; possible 10% crop will be abandoned; much of remainder damaged 25 to 50% by fly, army worm and dry weather.—J. F. Coontz.

Corning, Mo., June 8.—Acreage winter wheat compared with last year 150%; condition 100%; none plowed up; oats acreage same as last year; corn acreage decreased; need rain for all crops.—F. W. Walter.

Chillicothe, Mo., June 8.—Wheat acreage same as last year; condition not so good; 2% plowed up and planted to corn; oats acreage decreased; present condition poor on account dry weather; corn acreage average; poor prospect except for early planted; need rain.—J. T. Milbank.

Bertrand, Mo., June 4.—Cutting wheat which will run 18 to 20 bus. Late corn a little backward, but that planted early getting along nicely.—G.

Blodgett, Mo., June 4.—Has not been rain in this section for nearly 6 weeks; and unless we get rain soon will have our third successive corn crop failure; wheat will average about 12 bus. on 12,000 acres from which this station draws.—W. B. G.

Benton City, Mo., May 25.—Wheat acreage same as last year; condition normal; fly getting some of it; some plowed up and corn put in which is growing; early sown oats looking fine; late sown looking bad; corn coming up good; doing fine; oats and meadows need rain badly; getting very dry.—R. Hildebrand.

Kansas City, Mo., June 1.—Wheat acreage for Kansas is 9,036,286 acres; acreage lost 293,583 acres; standing acreage 8,742,703 acres; yield per acre 20.6 bus.; total yield 180,009,070 bus.; weather conditions have been ideal; crop practically assured; harvest will be earlier than usual, beginning June 8; hail storms may do some damage and heavy winds damage wheat.—Allen Logan, Logan Bros. Grain Co.

Columbia, Mo., June 6.—Total precipitation for month 1.37 in.; 3.49 less than normal; condition of wheat 19.2 lower than 1 month ago. Great destruction has been wrought by hessian fly, army worm and dry weather. Harvest will be about 10 days earlier; corn 93% planted compared with 87% a five-year average; considerable acreage will be planted over owing to ravages of army worm; stand 98%; condition 85%; fields free from weeds; well cultivated and with sufficient rainfall expect great crop; no chance for good oat crop; dry weather has already damaged; much will be too short to cut with binders; some of this has been pastured; condition 63%; oats acreage 10% greater than last year.—Jewell Mayes, sec'y State Board of Agriculture.

Chilhowee, Mo., June 5.—Wheat crop in this section not hurt much altho army worm stripped it; do not think it hurt it; will have a full crop; more than last year; oats will also be good; acreage large; it will need rain soon; corn is looking fine; some destroyed by worms.—Holden Mill & Elvtr. Co.

Adrian, Mo., June 5.—Wheat and oats look extra good at this time, but there are considerable pests; am afraid when oats and wheat are harvested, that corn, being small, the chintz bug will destroy or at least damage a great deal of it; lots of army worms that are taking everything in front of them in way of corn, also have stripped wheat of foliage pretty well in a few localities, but little damage seems to be done to grain and as it is in a tough dough at this time think it will be all right.—Farmers Elv. Supply & Mfg. Co.

## MONTANA.

Bridger, Mont., June 4.—Crops looking fine; expect 25% increase irrigated and 50% increase on dry lands crops.—Bridger Grain Co.

Benchland, Mont., June 2.—Crop conditions best; prospect for large yield never better at this time.—Chas. A. Minnier, agt. Rocky Mountain Elvtr. Co.

## NEBRASKA.

Lebanon, Neb., June 2.—Have fine wheat prospect now; never better.—T. S. Staples.

Tekamah, Neb., May 26.—Corn planting all done; some are cultivating.—Chris Peterson, agt. Holmquist Grain & Lbr. Co.

Roseland, Neb., May 27.—Wheat acreage 115%; condition fine; rain will make crop.—M. J. Stoetzel, mgr. Roseland Grain & Supply Co.

Humboldt, Neb., June 6.—Wheat acreage 110%; condition 100%; 1% plowed up which will be replaced by corn; oats acreage 90%; corn acreage 95%.—O. A. Cooper.

Pilger, Neb., June 8.—Wheat acreage 50%; condition good; oats and corn acreage same as last year; weather has been good; prospects are very best.—Munger & Co.

Fairfield, Neb., June 5.—Plenty of rain for wheat; if nothing happens will have bumper crop; corn looks fair; need some dry weather so can cultivate.—O. L. Campbell, agt. E. Stockham.

McCook, Neb., June 6.—Wheat acreage 110% as compared with last year; condition 150%; little plowed up; need rain badly at present; wheat beginning to burn; corn looks fine; extra good stand.—Agt. Updike Grain Co.

Beatrice, Neb., June 6.—Growing wheat crop nearly perfect; good stand; perfect color; none plowed up; acreage large; oats acreage average; looks well; corn acreage decreased 5% which went into wheat.—H. A. Alexander.

Fairmont, Neb., June 6.—Winter wheat acreage same as last year; little loss; do not know of any being plowed up; oats acreage slightly decreased; corn acreage increased some; plenty of rain; crop conditions splendid; have had some damage by hail.—T. M. Wright.

Orleans, Neb., June 6.—Wheat acreage 116%; corn acreage 100%; oats acreage 90%; none plowed up; getting dry west of Franklin; if no rain within few days will have to reduce estimate; farmers report loss of 2% already on wheat and oats; very windy here today; drying out fast.—S. Richards.

## NORTH DAKOTA.

Mandan, N. D., May 29.—Crop conditions fine; plenty of moisture; had fine rain yesterday; rained all day.—G. D. Riesland.

Sykeston, N. D., June 5.—Having an abundance of rain and with crops put in in first class shape prospects could not be better.—E. Freeman, agt. Andrews Grain Co.

Sydney, N. D., June 5.—Prospects for bumper crop; sufficient rainfall; cold and wet spring delayed seeding operations, cutting down wheat acreage; oats acreage decreased, but barley acreage greatly increased.—W. L. Dean, agt. Winter-Truesdell-Ames Co.



A Welcome Sound.

From the Minneapolis Journal.



Gwyther sta. (Ft. Rice p. o.), N. D., May 26.—Prospects were never better at this time of year.—F. H. Dettloff, agt. Occident Elvtr. Co.

McHenry, N. D., June 4.—Crop prospects exceptionally bright; plenty of moisture; crops went in ground in good season.—L. G. Pravitiz.

## OHIO.

Hillsboro, O., May 25.—Fly cutting wheat crop in this county.—Eyler & Pearce.

Waverly, O., June 6.—Dry weather hurting corn and wheat.—Pee Pee Mfg. Co.

Middle Point, O., June 1.—Oats look very good since recent rains.—H. G. Pollock.

Williamsburg, O., June 5.—All crops looking good in this section.—Samuel Franke & Sons.

Mason, O., June 8.—Corn looks good; wheat about ½ crop; stalk thin on ground. Kretz & Co.

New Bremen, O., June 6.—Wheat acreage 100%; none plowed up; Hessian fly damaged 15% so far.—Henry Dierker.

Unipolis, O., June 1.—General rains from Lima, O., to Chicago, Ill.; 75% corn planted; oats have made little growth; many weedy fields; wheat looks fine.—F. J. Rinehart.

Ansonia, O., June 6.—Wheat acreage not large; possible 1/3 more than last year; none plowed up; condition good; oats acreage same at wheat; corn acreage same as last year; excellent stand.—J. M. Pence, J. M. Pence Grain Co.

Ankenytown, O., June 4.—New wheat crop will be record breaker from present indications; now beyond nearly all danger unless it would go down and not fill on account rankness; corn a little behind on account late spring; oats acreage small because farmers had to leave and prepare for corn.—Clay Syler, Syler Bros.

Ohio, June 1.—Wheat prospect compared with normal yield 103%; original area seeded 1,635,185 acres; area abandoned 1,754 acres, leaving 1,633,431 acres for harvest; oats prospect compared with normal yield 83%; rye prospect 96%; winter barley prospect 93%; spring barley prospect 87%; wheat harvest will result in better than normal production per acre; yield should be approximately 25,300,000 bus.; exceedingly dry weather during May; whole state needs rain; oats seeding was late owing to wet weather; has made slow growth due to drouth; corn planting has been delayed owing to dry weather; in some sections plowing has not been completed; acreage will be large; need rain.—A. P. Sandles, Com's'n'r-in-Charge, Division of Agriculture, Agricultural Commission of Ohio.

## OKLAHOMA.

Supply, Okla., June 6.—Wheat best ever.—S. M. Owen.

Kingfisher, Okla., June 4.—Promise of a bumper crop.—M. E. Pennington.

Alva, Okla., May 25.—Crop conditions fine; harvest June 15.—Alva Roller Mills.

Cropper sta. (Breckinridge p. o.), Okla., June 4.—Crop prospect good.—A. McFarland.

Amorita, Okla., June 5.—Wheat fair crop in sight; oats common; needing rain again.—Frank Loeser.

Garber, Okla., June 4.—Wheat looks best in 12 years; average 20 bus. is expected.—Agt. Oklahoma Mill Co.

Retta, Okla., June 1.—Wheat in Kay county fine; will average about 25 bus. all over county.—F. A. Beatty.

Onyx sta. (Douglas p. o.), Okla., May 29.—Promised immense crop; weather favorable; crops doing fine.—W. Jeffers, agt. Pearson & Hayton.

Gracemont, Okla., May 30.—We will not have much of a crop if it continues to rain. Corn looking fine but too wet for farmers to get into fields to cultivate.—C. A. Downing, mgr. Chickasha Mfg. Co.

Gotebo, Okla., June 8.—Wheat crop fine; acreage increased 1/3; will commence cutting next week; crop estimated at 25 bus.; only danger too much rain.—Western Mfg. Co.

Frederick, Okla., June 5.—Harvesting getting full under way; threshing will begin about June 15 with fair weather; grain was never better in this part of country.—Alexander Grain Co.

Mountain View, Okla., June 2.—Having lots of rain; wheat standing it all right; harvest will commence June 18; estimated wheat condition 115%; acreage largest ever sown in Oklahoma with estimated yield of 35,500,000 bus. for state; oats have increased fully 50% in condition in last 2 weeks; acreage very large; only need fair weather next 3 weeks to harvest.—D. E. McBride.

## OREGON.

Portland, Ore., June 6.—Having good rain today and yesterday; will materially help crop prospects as it has been a little too dry in some sections.—Albers Bros. Mfg. Co.

Oregon, June 6.—This state will have largest wheat crop; probably over 70,000,000 bus. here and in Washington if weather is favorable.—Wm. Berg, San Francisco, Cal.

## SOUTH DAKOTA.

Lebanon, S. D., May 31.—Outlook for crop good.—C. E. Bjornson.

Clark, S. D., May 25.—Crops look fine here; plenty of moisture; corn about all planted.—C. J. Keenan, mgr. Farmers Elvtr. Co.

Spencer, S. D., May 25.—Grain looking good; corn coming up; have only had enuf rain to keep crops growing.—John G. Clefisch, mgr. Farmers Elvtr. Co.

Strandburg, S. D., June 1.—Crops best ever seen at this time of year; prospect for best wheat crop ever had here.—A. Fors, mgr. Farmers Grain & Lbr. Co.

Tulare, S. D., June 2.—Small grain doing fine; rain needed; weather favorable for corn; acreage larger than last year; cut worms reported doing some damage.—H. H. Fink.

Stratford, S. D., May 25.—Outlook for good crop never better; plenty of moisture; grain looking fine; acreage about same as last year.—C. J. Tollefson, agt. Great Western Grain Co.

Valley Springs, S. D., May 28.—Farmers dragging corn; abundant rains recently have made crops look exceptionally good; all present indications point to bumper crop.—A. C. M. Johnson, mgr. Farmers Elvtr. Co.

Cavour, S. D., May 28.—Crops in prime condition; warm weather past few days bringing corn up; will be large enuf to plow or cultivate next week; very little still to be planted.—W. J. Hunt, mgr. Farmers Co-operative Elvtr. Co.

## TENNESSEE.

Clarksdale, Tenn., June 3.—Wheat never looked better; will make 30 bus.; corn not very good; all fed.—E. E. Laurett.

## TEXAS.

Rockwall, Tex., June 6.—Rust has damaged wheat and oats in this section.—J. L. Underwood.

Floydada, Tex., June 4.—Several thousand acres planted to maize this season.—Marshall Grain Co.

Greenville, Tex., May 20.—Oats look good; little wheat raised; corn backward and late.—Weathers Grain Co.

San Antonio, Tex., May 25.—Excessive rains delayed harvesting 2 weeks; oats will be good; corn looks promising now.—San Antonio Grain Co.

Krum, Tex., June 1.—Until 10 days ago had excellent prospects for wheat crop, but recent heavy rains have damaged at least 25%.—Rolfe J. Walters.

Mertens, Tex., June 5.—Grain fine until damaged at least 75% by heavy rains in May; numbers of fields will not be harvested.—Myrick & Bennett.

Wylie, Tex., June 1.—Oats falling as they ripen from red rust; farmers expecting but light returns from crop; binders are beginning to store in volunteer crop but this crop was thinned out from freezing; corn good so far.—H. W. Lawrence.

Whitesboro, Tex., June 4.—Wheat will be light; oats will be good; having too much rain, which will interfere to some extent with cutting of grain.—C. D. Henderson.

## WASHINGTON.

Washington, June 6.—Will have large wheat crop in this state.—Wm. Berg, San Francisco, Cal.

Sunset, Wash., May 25.—Winter wheat prospect best in 20 years; spring grain just as good as we ever had.—D. M. McCance.

## GOVERNMENT CROP REPORT.

Washington, June 8.—The Crop Reporting Board of the Bureau of Statistics makes the following estimates from reports of its correspondents and agents of the condition and acreage of grains on June 1:

## Winter Wheat.

	June 1, 1914	10-year av., June 1.	Per acre, Bus.	Total, Bus.	Forecast 1914 from June 1 condition.
States.					
New York...	95	86	21.4	7,700,000	
Penn. ....	93	89	17.7	23,200,000	
Md. ....	93	89	16.3	10,000,000	
Va. ....	88	89	12.1	9,400,000	
N. C. ....	89	88	10.3	6,300,000	
Ohio ....	91	78	18.1	37,800,000	
Ind. ....	90	77	17.1	42,500,000	
Ill. ....	82	78	16.2	41,800,000	
Mich. ....	92	78	18.1	15,900,000	
Iowa ....	91	88	22.6	10,800,000	
Mo. ....	80	81	14.4	36,700,000	
Neb. ....	93	82	20.9	65,300,000	
Kan. ....	98	72	18.6	148,000,000	
Ky. ....	96	83	13.9	10,400,000	
Tenn. ....	96	86	12.2	8,600,000	
Tex. ....	95	74	15.6	16,900,000	
Okla. ....	100	72	17.0	41,900,000	
Mont. ....	93	85	27.0	13,000,000	
Ida. ....	99	95	29.9	10,100,000	
Wash. ....	94	94	26.7	32,100,000	
Ore. ....	98	93	24.1	15,000,000	
Cal. ....	97	76	19.9	8,100,000	
U. S. ....	92.7	80.8	18.1	638,000,000	

## Spring Wheat.

	Acreage, 1914.	Condition, June 1.	Forecast 1914 from June 1 condition.		
States.	Percent of 1913.	Acres.* 1914.	Ten-year average.	Total.* Bushels.	
Minn. ....	97	4,026	96	93	63,800
N. Dak. ....	97	7,285	94	94	85,600
S. Dak. ....	95	3,491	98	94	46,200
Wash. ....	98	1,078	94	94	21,300
U. S. ....	97.3	17,990	95.5	93.6	262,000
Oats.					
N. Y. ....	94	1,198	88	92	36,900
Penn. ....	93	1,073	84	89	31,500
Ohio ....	94	1,692	76	87	51,400
Ind. ....	96	1,632	80	85	47,000
Ill. ....	99	4,331	80	86	138,600
Mich. ....	101	1,515	92	87	50,200
Wis. ....	102	2,320	97	93	85,500
Minn. ....	102	3,040	96	93	105,100
Iowa ....	101	4,929	97	93	172,100
Mo. ....	98	1,225	71	79	27,800
N. Dak. ....	103	2,318	93	94	66,800
S. Dak. ....	101	1,606	99	93	49,300
Neb. ....	99	2,228	97	88	64,800
Kan. ....	102	1,795	92	73	56,100
U. S. ....	100.0	38,383	89.5	88.6	1,216,000
Barley.					
Wis. ....	96	696	96	93	20,000
Minn. ....	95	1,378	96	93	35,700
Iowa ....	96	384	96	94	10,300
N. Dak. ....	104	1,326	92	93	28,100
S. Dak. ....	94	901	97	93	21,000
Kan. ....	100	240	87	74	4,800
Ida. ....	103	185	99	96	7,900
Wash. ....	101	182	95	95	7,300
Ore. ....	102	122	97	94	4,300
Cal. ....	110	1,402	98	81	45,300
U. S. ....	100.4	7,528	95.5	90.1	206,000

\*In thousands—i. e., 000 omitted.

Rye condition June 1 was 93.6, against 90.9 a year ago, and the probable yield is 17.2 bus. per acre, against 16.2 bus. at last harvest.

Hay condition June 1 was 88.7, against 87.5 a year ago.



## The New Grain Grades Act.

Congressman Moss, chairman of the sub-committee on Agriculture of the House of Representatives, who was in charge of the hearings on H. R. 14493, the bill introduced by Representative Lever, and known as "The Grain Grades Act," has introduced a new bill, to be known by the same title, and in the files of the lower house as H. R. 17068. The bill is one which means much to the grain trade and merits careful study by everyone identified with the trade. The views of readers on its provisions will be most welcome to our columns at any time. Let us hear from you.

### A BILL.

For securing the uniform grading of grain, preventing deception in transactions in grain, and regulating traffic therein, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That this Act shall be known by the short title of the "Grain Grades Act."

Sec. 2. That the Secretary of Agriculture is hereby authorized to investigate the handling, grading, and transportation of grain and to fix and establish as soon as may be after the enactment hereof standards of quality and condition for corn (maize), wheat, rye, oats, barley, flax, and such other grains as in his judgment the usages of trade may warrant and permit. In promulgating the standards the Secretary shall specify the date or dates when the same are to become effective, and shall give public notice, not less than sixty days in advance of such date or dates, by such means as he deems proper.

Sec. 3. That the standards so fixed and established shall be known as the official grain standards of the United States.

Sec. 4. That whenever standards shall have been fixed and established under this Act for any grain no person thereafter shall ship or deliver for shipment from any State, Territory, or District, or to any other State, Territory or District, or to any foreign country, any such grain which is sold or offered for sale by grade, unless the grade by which it is sold or offered for sale be one of the grades fixed therefor in the official grain standards of the United States, and the grain shall have been inspected and graded by an inspector licensed and commissioned under this Act, and the grain conforms to the standard fixed and established for the specified grade: Provided, That any such grain sold or offered for sale by one of the grades fixed therefor in the official grain standards may be shipped from any place at which no inspector licensed and commissioned under this Act is located to or through any place at which such an inspector is located, subject under such rules and regulations as the Secretary of Agriculture shall prescribe, to be inspected at the place to which shipped, or at the place through which shipped for inspection, and subject further to the right conferred by this Act to refer any dispute as to the true grade thereof to the Secretary of Agriculture: And provided further, That any such grain sold or offered for sale by any of the grades fixed therefor in the official grain standards may, upon compliance with the rules and regulations prescribed by the Secretary of Agriculture, be shipped from a place at which there is no inspector licensed and commissioned under this Act to a place at which there is no such inspector, subject to the right conferred by this Act to refer any dispute as to the true grade of the grain to the Secretary of Agriculture: And provided further, That variations from the official grain standards may be permitted under such rules and regulations as the Secretary of Agriculture shall prescribe. No person shall, in any contract or agreement of sale or agreement to sell, either oral or written, involving, or in any invoice or bill of lading or other shipping document relating to, the shipment or delivery for shipment, in interstate or foreign commerce, of any grain for which standards shall have been fixed and established under this Act, describe, or in any way refer to, any of such grain as being of any grade other than a grade fixed therefor in the official grain standards of the United States.

Sec. 5. That whenever standards shall have been fixed and established under this Act for any grain, no person thereafter shall ship or deliver for shipment from any State, Territory, or District, or to any other State, Territory, or District, or to any foreign country, any such grain which is sold or offered for sale, under any name, description, or designation which is false or misleading in any particular:

Provided, That nothing contained herein shall prevent the shipment or delivery for shipment, otherwise lawful, of any grain which is sold or offered for sale, without reference to grade, under names, descriptions, or designations which are not false or misleading.

Sec. 6. That no person shall certify or otherwise represent that any grain is of a grade fixed in the official grain standards unless the same conforms to the standard fixed therein for that grade, or is within the variations from that grade permitted by the rules and regulations prescribed by the Secretary of Agriculture under section five of this Act, and the Secretary of Agriculture is authorized to cause inspections and examinations to be made of any grain for which standards shall have been fixed and established under this Act, and which has been certified or represented to conform to any grade fixed therefor in such official grain standards or which has been shipped or delivered for shipment in interstate or foreign commerce. Whenever, after opportunity for hearing is given to the owner or shipper of the grain involved, and, if it has been inspected, to the inspector thereof it is determined by the Secretary that any lot of grain has been incorrectly certified or represented to conform to a specified grade or to be within the variations from that grade permitted by the rules and regulations prescribed by him, or has been sold or offered for sale under any name, description, or designation which is false or misleading, he may publish his findings.

Sec. 7. That whenever standards shall have been fixed and established under this Act for any grain and a dispute arises between sellers, shippers, buyers, carriers, or others, whether any of such grain, which has been sold, offered for sale, shipped, or delivered for shipment, in interstate or foreign commerce, is or was in fact, at any specified time or place, of any grade of such standards, any interested party may refer the question to the Secretary of Agriculture, and the Secretary of Agriculture is authorized to cause such investigations to be made and such tests to be applied as he may deem necessary and to determine the grade. In such cases the Secretary of Agriculture shall charge and assess, and cause to be collected, fees, in amounts to be fixed by him, which shall be estimated so that, as nearly as practicable, the total fees assessed in any fiscal year shall be sufficient to cover the cost of such investigations, tests, and determinations of grades during that year. All such fees shall be deposited and covered into the Treasury as miscellaneous receipts. The findings of the Secretary of Agriculture as to grade, made after the parties in interest have had opportunity to be heard, shall be accepted in the courts of the United States in all suits between such parties, or their privies, as prima facie evidence of the true grade of the grain at the time and place specified by the party referring the question. In the rules and regulations prescribed by the Secretary of Agriculture for carrying out the purposes of this section he shall provide for the notices to be given of hearings, for the taking of samples of grain, for the conduct of inspections and re-inspections, for the proceedings necessary to make findings, for the making of bonds, or giving of security, or deposit of funds, to secure the payment of fees, for the enforcement of the collection of fees from persons against whom the same are assessed, and for the doing of all other acts essential completely to accomplish the objects of this section.

Sec. 8. That no person authorized or employed by any State, county, city, town, board of trade, chamber of commerce, corporation, society, or association to inspect or grade grain shall certify, or otherwise state or indicate in writing, that any grain which has been inspected or graded by him, or by any person acting under his authority, is of one of the official grades of the United States, unless he holds an unsuspended and unrevoked license issued by the Secretary of Agriculture, and a commission issued by the Secretary of Agriculture, authorizing him to inspect and grade grain for interstate and foreign commerce. The Secretary may issue a license and commission to any person upon presentation to him of satisfactory evidence that such person is competent to inspect and grade grain. Any such license and commission may be suspended or revoked whenever the Secretary of Agriculture is satisfied that the holder thereof has failed to grade grain correctly, in accordance with the official grain standards of the United States, or has violated any provision of this Act or of the rules and regulations made thereunder, or that the license and commission have been used for any improper purpose whatsoever: Provided, That nothing in this Act shall authorize the Secretary of Agriculture to pay more than a

nominal salary to any inspector of grain authorized to be appointed under this section.

Sec. 9. That the Secretary of Agriculture shall, from time to time, make such rules and regulations as he may deem necessary for the efficient execution of the provisions of the Act.

Sec. 10. That every person who shall violate any provision of this Act or of the rules and regulations made hereunder shall be deemed guilty of a misdemeanor, and, upon conviction thereof, shall be fined not exceeding \$200 for the first offense and for each succeeding offense not exceeding \$1,000. After judgment by the court notice thereof shall be given by publication in such manner as the Secretary of Agriculture may prescribe.

Sec. 11. That every person who forcibly assaults, resists, impedes, or interferes with any officer or employee of the United States Department of Agriculture in the execution of any duties authorized to be performed by this Act or the rules and regulations made hereunder shall, upon conviction thereof, be fined not less than \$100 nor more than \$1,000, or be imprisoned not less than one month nor more than one year, or be punished by both such fine and imprisonment.

Sec. 12. That the word "person" wherever used in this Act shall be construed to import the plural or singular, as the case demands, and shall include individuals, corporations, companies, societies, and associations. When construing and enforcing the provisions of this Act, the act, omission, or failure of any official, agent, or other person acting for or employed by any corporation, company, society, or association within the scope of his employment or office shall, in every case, also be deemed the act, omission, or failure of such corporation, company, society, or association, as well as that of the person.

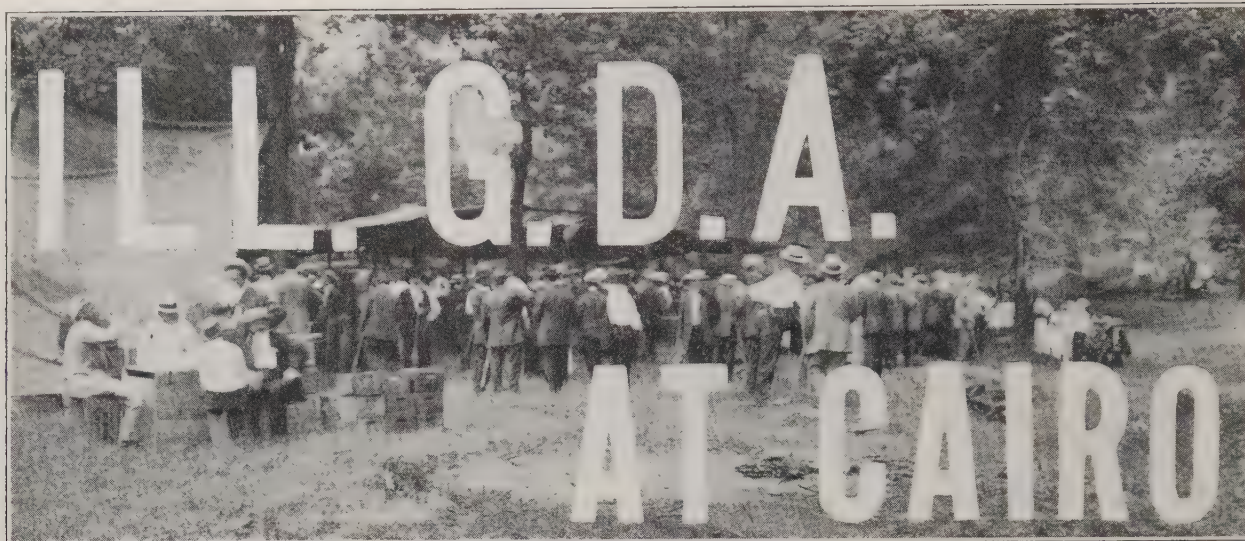
Sec. 13. That there is hereby appropriated, out of any money in the Treasury not otherwise appropriated, the sum of \$375,000, which shall be available until expended, for the expenses of carrying into effect the provisions of this Act, including rent and the employment of such persons as the Secretary of Agriculture may deem necessary in the city of Washington and elsewhere.

ALTHO prices seem high, in view of the scarcity of old corn and the uncertainty of the outcome of the new crop, we believe corn destined for much higher prices.—Finley Barrell & Co.

WHEAT market fluctuations indicate considerable activity and there has been a much better export demand. Foreign crop advices unsatisfactory, while reports from the central west have been of a more reassuring character, resulting in more liberal offers of new red winter wheat for July shipment. Exporters still continue to give strong preference for the earlier dates of shipment.—L. W. Forbell & Co.

THE REGULATION of grain grading outlined in the Lever Bill as relates to the export grain trade is being strongly opposed by grain dealers and shippers of Philadelphia on the ground that the passage of this measure will practically kill the export grain trade of the city. A brief was submitted by the Commercial Exchange May 27 to Representative J. Hampton Moore and on June 1 L. G. Graff, pres. of the Exchange, and representatives of the export dealers protested against the bill, particularly the corn grading features of it. In the brief the shippers showed that several steamship lines would discontinue if the Canadian grain inspection certificates were refused. Mr. Graff stated that the export trade was a safety valve on domestic production and that corn with 18 per cent moisture was perfectly satisfactory to the foreigners whereas the new requirement was 15½ per cent moisture on No. 2 corn. Representative Moore has arranged for a personal hearing of the Philadelphia merchants. However, it is not expected the Lever bill will be passed at this session of Congress.





The twenty-first annual meeting of the Illinois Grain Dealers' Ass'n was called to order by Pres. Lee G. Metcalf of Illiopolis, at 9:50 a. m., June 2 in the Gem Theater, Cairo.

The St. Louis delegation orchestra favored the dealers with a stirring melody.

H. S. Antrim in behalf of the Cairo Board of Trade presented Pres. Metcalf with a gavel made from the wood used in the construction of Fort Defiance.

The invocation offered by Rev. A. M. Eells was followed by a delightful duet by Mrs. Osgood and her sister, Mrs. Winter.

Hon. W. H. Wood, Mayor, in behalf of the citizens of Cairo and the Board of Trade, welcomed the dealers to the city.

E. M. Wayne responded to the welcome and thanked the mayor.

J. B. Wenger announced the entertainments.

Reading of the minutes of the last meeting were dispensed with.

Sec'y S. W. Strong, Urbana, read his annual report, which follows:

### Secretary's Report.

The 21st annual financial statement of the Association, again shows, the same strong condition, there being an increase in both the cash balance and the membership. There is no longer any question as to the position of this society. The continuous vigorous support given by the membership, evinces an earnest, ardent belief in the future of the organization, and the work it is to do. No society has attained more, nor has to a greater extent realized the hopes of its loyal and constant membership.

Organized for the benefit of the trade, not for the individual, it has gathered into its membership, these profound, sagacious men who have taken the Grain Trade as their life work and to these thoro, intense workers for the betterment of the trade, is due whatever of advancement and progress has been made in the past twenty-one years. Having reached its majority, become of age, may it not be hoped that the coming year may see further advancement, to greater achievements for the good of all grain dealers.

It is a very general and well grounded belief, that the grain business cannot be conducted without the Grain Dealers Ass'n.

In the Local meeting, ways and means are discussed for handling the product from the producer, uniform methods are proposed for the more general and uniform transaction of the business; the spirit of friendliness, of good fellowship is engendered, the "dove of peace" is enticed to hover over the Country business and shed her benign influence abroad, for without peace there are no profits. Attend the Local meetings, gentlemen, for they are the very bulwarks of the whole construction of Grain Ass'ns. Thru the Local meeting, the state organization is strengthened and thereby the National Society is vitalized.

Secure the attendance of every dealer in your vicinity at the Local meeting. Get him to join the state association, and thereby he is affiliated into the National Ass'n, thus sustaining the whole structure.

Strenuous efforts should be exerted the coming year to add to the Ass'n those yet remaining unenrolled, and this can only be done by the members, and if they will but give to this work the same vigorous, patient effort, that they exert in the support of the work of the state organization, the next year will be the banner record of increased membership.

### FINANCIAL STATEMENT.

Balance June 1st, 1913.....\$1,053.12

#### RECEIPTS.

Dues of members.....	\$5,467.00
Fees, new members.....	195.00
Fees, arbitration.....	240.00
Fees, Claim Bureau.....	1,538.51
Ads, 1914 Directory.....	1,305.40
Fees, Scale Department....	80.34
	<b>8,826.25</b>
	<b>\$9,879.37</b>

#### EXPENDITURES.

Office supplies .....	\$ 165.24
Officers' expense .....	821.24
Freight rate case.....	200.00
Stenographer .....	434.75
Postage .....	476.04
21st Convention .....	69.00
Office rent .....	180.00
Arbitration and refund....	245.02
Telephone, telegraf, express.	159.74
Asst. Sec'y and commis-	
sions .....	324.09
Printing .....	193.42
Sec'y salary .....	3,200.00
Printing 1914 directory....	607.41
Expense Claims Dept.....	642.45
Expense Scale Dept.....	48.17
Expense travel, Sec'y.....	673.85
Dues National Ass'n.....	305.50
	<b>\$1,133.45</b>

Balance on hand.....\$1,133.45  
During the year I have attended 61 meetings, at which were 686 dealers in attendance. I made 444 calls on dealers, traveled 17,849 miles. New members received were 47. Lost by resignation, decease, etc., 41. Net gain for the year, 6.

Treasurer H. I. Baldwin, Decatur, read his report, which was received and filed.

Sec'y Strong read the report of the Financial Com'te, which audited the Ass'n's books and pronounced the accounts correct.

J. B. Magee, Cairo, read a paper on Charges on Transit by Carriers, which follows:

### Charges on Transit by Carriers.

The charges on transit by carriers is brought to the attention of the Convention on account of a report presented to the executive officers of the Western Trunk Lines at a meeting held in Chicago early in March of the current year, this report being as follows: "At a recent meeting of the executive officers the question of charge for transit privilege on grain was discussed and a report of a committee was presented wherein they considered it advisable to assess a charge for all transit privileges on grain when grain is taken from cars (except direct transfer) of 1c per hundred. Such charge would be made at all points, interior or terminal, including Chicago and Eastern points. This was concurred in by the Western Lines sub-

ject to similar concurrence on the part of the committee."

The carriers are prompted to take this action, on account of the Interstate Commerce Commission having stated in several of its opinions that the carriers should charge for services performed, and by the more recent agitation on the proposed advance in the Eastern territory, wherein it was stated that carriers should charge for free services.

Transit in its inception and legitimate uses was for the protection of the through rate from the point of origin to final destination with the privilege of stopping at an intermediate point for cleaning, etc., and was originally intended to enable the shipper or buyer at an intermediate point in direct line of transit, to handle the grain from the original point of shipment to final destination upon the same through rate that would have been applied upon it had it moved direct from the original point of shipment to its ultimate destination.

The necessity of handling shipments upon a transit basis instead of making the sum of the rates to and from the transit point arises from numerous causes.

The first was probably due to the fact that at many interior points the sum of the rates through the transit points could not be made equal to the through rate without disturbing the general adjustment.

The carriers have in many instances induced parties to locate at interior or non-rate breaking points and protected them by transit arrangements, thereby holding the business purely local to their rails, rather than to have the industry located at a competitive market or rate breaking point.

Other transits are solely for the purpose of enabling the carrier to control both the in and outbound movement at points where a flat rate adjustment would be entirely feasible.

Some transits seem to be for the purpose of concealing from competing lines and competitive markets the practices enjoyed under the transit privileges, which would not be permitted if the rate adjustment was flat in and out. Under this last heading are many transit tariffs where the earnings beyond the transit point are not compensatory and are a burden upon other traffic. Some of these tariffs authorize a heavy refund to the reshipper on the rate paid in to the transit point. Others carry balance rates beyond the transit point that are in some cases only fifty per cent of the rate charged on a movement of grain from intermediate points.

Many of these transit tariffs force business by long circuitous routes at extremely low rates and at rates that would not be accepted under a flat or proportional tariff. Tariffs under the last two headings cover the class of business that is burdensome to the carriers, and they now seek to compensate themselves for this unprofitable transit business by levying a charge or tax of one cent per hundred on legitimate transit to compensate them for these losses.

Transit privilege draws to the rails of the carriers grain from various territories for distribution, and is the most effective means of attracting business to their rails whereby they may secure the long haul. If there be any added expense or additional service, it is simply the question of the outboard switching service. The inbound switching service must be performed. If



the grain is moved into the transit point on a flat rate and reshipped on a flat rate by the same carrier, identically the same service is performed as when under a transit movement and no extra charges made.

Many of these transits are unnecessary and are solely for the benefit of the carrier, and to place an additional burden of one cent per hundred places the shipper at the transit point just that much out of line with the shipper at the point of origin. Should the grain move direct from the point of origin, which usually originates in highly competitive territory, the opportunity of any particular line handling is very small on account of the numerous carriers competing for the business. When it moves to a concentrating or transit point, the carrier has the opportunity of getting the full haul. The charge of one cent per hundred on raw grain is a sufficient charge to force the movement direct from the original points of shipment and gives a decided advantage to those points through which rates break.

The services rendered in connection with the use of a legitimate transit cannot be classed as free or special privileges; these transits properly applied are a benefit and not a burden to the carrier and are more productive of revenue than a corps of solicitors. The remedy lies not in placing a tax upon legitimate transits.

The charge of one cent per hundred is an indirect charge, yet I feel that to the grain shipper of Illinois it will have identically the same results as if the carriers should now approach you with the question of making an additional raise of one cent in the freight rates. The only difference is that this charge is concealed and not apparent to the interior shipper. In actual practice I believe its results will be that the value of your grain will be depreciated one cent per hundred just the same as if the freight rate was raised to that extent. This is due to the fact that many of the markets bidding for Illinois grain operate upon a transit basis. The man at the terminal market will not absorb the one cent transit charge.

It is folly to assume that the country elevator will take care of this charge; it must also earn its usual profit, and we again have a case where the burden falls upon the producer. It might be contended that, there being some markets that do not operate under transit, they will therefore be in position to bid higher for the grain. Under normal conditions no grain market or grain dealer pays more for grain than competitive conditions in the territory warrants, unless under temporary stress of light stocks they may be compelled to bid premiums for quick shipment.

The bidding price in all cases is a question of supply and demand and the rela-

tive competitive conditions in the bidding territory. The numerous transit markets daily bidding Illinois make the price; those markets that enjoy flat rates will certainly not bid higher.

This is a very important subject, and, I fully believe, means another advance of one cent per hundred in your freight rates, in addition to the one cent recent advance, which is now imposed upon through shipments. This is an unreasonable and excessive burden to place upon the producers, and, I believe, calls for some expression from this convention to protect the grain interests of the State of Illinois.

Upon motion by Chas. D. Jones the paper of Mr. Magee was referred to the Resolution Com'te.

President Metcalf appointed as a comite on nominations: E. M. Wayne, Delevan; J. B. Magee, Cairo; C. H. Wade, Paris; Ed. Hymres, Chicago; E. J. Dorney, Mt. Carmel.

Adjourned to 1:30 p. m.

## Tuesday Afternoon Session.

President Metcalf called the afternoon session to order at 2:20 and announced the following as the Resolution Com'te: H. A. Hillmer, Freeport; C. C. Miles, Peoria; R. C. Baldwin, Bloomington; J. M. Allen, Decatur, and P. H. Schifflin, Chicago. President Metcalf read his annual address from which we take the following:

### President's Address.

For the third time in the history of our Association it affords us unconcealed and genuine pleasure to greet you and to welcome you.

For the past year we have looked forward to the 21st annual convention with implicit faith that it would prove to be the most pleasant and profitable that the Association has ever held; and with the same implicit faith and confidence in its purpose and membership, we believe that if the curtain of the future could be withdrawn there would be disclosed to us, year by year, a Society growing in numbers, developing in strength, augmented with influence and graced with a gradual rounding out of the elements that guarantee intrinsic worth of the highest type in the grain handling business of the state.

This prophesy is predicated upon the celerity with which we have moved forward in the past, and with a firm and well-founded belief that we will ever continue to keep very close to the basic principles of honesty and honor, the adamant

foundation and eternal fundamentals upon which all righteous progress of both men and measures must rely.

We feel confident that we are right when we say that there is not an individual member present who is not imbued with the hope that the future efficiency and value of our Association in the direction of service will be better as we grow older. It is always pleasing for us to look forward with the thought that we are going to do greater things, but reflection teaches that the future greatness and usefulness of any institution is best subverted and protected by the careful and judicious safeguarding of the present.

A judicious present guarantees a secure future. Careful, cautious, considerate, yet positive conclusions must be the foundation to support and the bulwark to protect us and to commend us to the business world.

We realize and appreciate the fact, that to attain the loftiest ideals and fully discharge our duties to the grain trade, it is imperative, I might say mandatory, that we take advanced positions on all questions relative to it, and yet is it not well to caution you of the dangers ever present in discarding old and tried methods for new and untried ones?

I am of the opinion that in obedience to popular clamor, the result of a seemingly national unrest, we are too apt to accept as true the things that ought to be studied and weighed more carefully, and that the American people are drifting into a state of impetuous action that is misleading, disquieting and dangerous.

So many reforms are floating around, that it would make one seasick even to attempt to ride a very small percent of them. I believe you will say that I am justified in making this statement at this time, for in my twenty-five years in the grain business I do not remember when so many radical changes confronted us. And in passing, permit me to remark that with the changes already inaugurated, and those changes being agitated, if they are adopted, it will practically mean the abandonment of old methods and an establishment of a new regime which, in its practical application, will require the utmost caution by our members to avoid disaster.

It is these features that make this meeting of the Association so absorbing and of such great importance, and I implore every member present to lend their assistance in thought and expression so that we may reach results that will demonstrate our wisdom.

We find ourselves at the very threshold of many new conditions in our business methods that are interesting and important. It is characteristic of this Society, that never in its history has it by any artifice denied its duty or shifted its responsibility, and I entertain no fears that it will be gone at this time, but that you will meet

## The New Directory Illinois Ass'n.



Standing: William Wheeler, Melvin; E. M. Wayne, Delavan; H. S. Antrim, Cairo; C. H. Wade, Paris; E. E. Shultz, Beardstown; H. A. Hillmer, Freeport.  
Sitting: Sec'y S. W. Strong, Urbana; Vice-pres. J. W. Stone, Mattoon; Pres. Victor Dewein, Warrensburg; Treas. C. C. Miles, Peoria.



fairly and squarely these new problems and in your mature judgment solve them correctly and place the Association on record regarding them that our prestige and influence, so deservedly established, may be retained. There could be nothing more humiliating and damaging than for us to pursue a vacillating policy, where it is our pronounced duty to act.

The work of the Association for the past year, it is needless to tell you, has been one of extreme activities and one that has taxed the abilities of your officers and taken their time in measures seldom required, and had it not been for the hearty co-operation of committees and the membership who have contributed so liberally of both time and money, results obtained could not have been so eminently satisfactory.

Subjects suggested by resolution at your last convention, outlining policies for special consideration, were as follows:

1. Payment of sight drafts in Southern markets.
2. Carload lots of grain for delivery on contracts at Chicago the last three days of the month.
3. Advanced commission charges on consigned grain by Buffalo Corn Exchange, Buffalo, N. Y.
4. Change in rules for adjustment of claims against carriers.
5. Cars graded for reinspection account cars being too full.
6. Reparation claims for cooping cars.

**Payment of Sight Drafts in Southern Markets:** This resolution was provoked by certain dealers in some Southern markets not paying drafts promptly on presentation. Notice of protest to this practice was officially conveyed to these markets, and the result is that these conditions are much improved.

Investigation of this subject disclosed the fact that many shippers forward grain to market without mailing invoices for same. We believe that it is imperative that every carload of grain, whether consigned or shipped on contract, should be properly invoiced to consignee, and that the invoice should show exact weight of grain loaded, kind and condition of grain, and that the invoice should be mailed promptly so as to reach the consignee prior to arrival of the grain.

**Carload Lots of Grain on Track for delivery on contracts the last three days of the month in the Chicago market.** On April 23rd last, the officers of this Association joined with the Secretaries of the Indiana and Western Associations, and appeared before a Committee of the Chicago Board of Trade and made such a strong and convincing argument of the justice of the request embodied in this resolution, received such an attentive and courteous hearing and such favorable expressions from members of the Committee, that we felt assured that the purpose of the resolution would be accomplished.

**Advanced Commissions on Consigned Grain to Buffalo:** Obedient to this resolution, our Secretary notified the membership of the attitude of our Ass'n in this matter and of the advance in commission charges on consigned grain to this market. The question was also taken up with the Buffalo Corn Exchange with the hope that they would rescind their action, but we regret to report that they refused to comply with our request.

We do not agree that the advantages afforded shippers in this market are of such a profitable nature as to justify these excessive commissions.

**Change in Rule for Adjustment of Claims Against Carriers:** This resolution was inspired by Joint Agent Hosmer's Supplement to Circular 1-1, effective June 1st, 1913, in relation to loss of grain in transit and provided for deductions of  $\frac{1}{4}$  of 1% on corn and  $\frac{1}{2}$  of 1% on other grain. This supplement was in direct violation of an agreement between the Illinois carriers and this Association, dated Sept. 21st, 1910, and was issued without any notice to us.

This action was so unwarranted and so insolent, that in order to protect our membership and preserve the dignity of the Association, your officers, by the concurrent advice of our Attorney and the Claims Committee, at once notified the carriers that we would terminate the agreement. The result has been that every claim is placed on its individual merits and all claims passing through the claims bureau of the Association must be paid by carriers to the extent that they are made liable under the laws of the state.

We think that it is a travesty on justice and a reflection on the intelligence of shippers, that carriers should continually and persistently be dodging their responsibility in regard to the payment of claims when it is a well established fact that these liabilities are taken into consideration when railroad tariffs are determined. In my opinion the time has come when the grain shippers, and in fact all shippers, should unite and present one solid front, and go to the fullest extent to determine whether laws put on the Statute book of this state, regulating duties and responsibilities of these public service corporations, are to be discarded and ignored at the capricious whims of railroad managers and great aggregations of well paid counsel, or whether the will of the people of the state is to be respected and made supreme.

**Re-inspection Account Cars Being Too Full:** This resolution was directed to the unnecessary delay practiced in some markets in obtaining re-inspection on carload lots of grain from above cause.

This extended delay was objectionable for several reasons; the principal of which was the danger of deterioration. Complaints have been very few the past year in this respect, and there can be no doubt but that the resolution has had a salutary effect in facilitating the movement of this class of shipments and curing this evil, demonstrating conclusively the fact that seventy-two hours after grain is received is ample time for re-inspection.

**Reparation Claims for Cooping Cars:** This subject has been very generally studied and discussed the past year, and much has been said pro and con. The legal aspect of the question predominates to a large extent, and for that reason it will be ably and exhaustively treated by our Attorney.

**Proposed Advance in Freight Rates:** In our annual address last year, we called your attention to the efforts of carriers to advance freight rates one cent per hundred on Illinois grain, and which we had been successful in resisting up to that time.

By authority and direction of our Board of Directors, your officers, committees and attorney, co-operating with other interested bodies, continued to resist the advance, and a three days' hearing was held in Chicago, Commissioner Prouty of the Interstate Commerce Commission presiding.

Our case was well handled by the Attorney of this association, convincing testimony well presented by competent witnesses and submitted, and numerous and well prepared exhibits offered in evidence, but very much to the surprise and chagrin of all of our people the Commission held

against us and permitted carriers to advance the rate, making them effective Jan. 8th, 1914.

The advance appeared to be so unwarranted and in such flagrant discord with the evidence presented, that your officers, with the assistance of others, went before the new Utilities Commission of the state and asked that the intrastate advance be suspended, pending a hearing. The request of our petition was granted, the advance suspended, and a hearing was held before the State Commission extending over several days. We feel sure that we made an excellent showing before this Commission and hope to have a favorable decision prior to the expiration of the last suspension, which will be July 1st, 1914.

**New Government Corn Grades:** If the new Government grades for corn, with Federal Supervision, will secure "uniformity" then one great and good deed for the grain business of the United States will have been accomplished. Considering the many long years of persistent agitation it has taken to secure this reform, we believe the reward is well earned.

**Government Supervision of Inspection:** Even before the Government had released the uniform grades for corn, it was apparent that to make them effective there would necessarily have to be Government supervision of inspection.

The National Association assumed the responsibility of looking after our interests, and have handled the whole proposition in a very satisfactory manner.

Your officers were in conference with the officers and legislative committee of the National on several occasions, and were always accorded the most hearty consideration.

The National Association ought to have the thanks of every member of this state association for the splendid way it has cared for this matter.

**Discounts.**—The discounts, experienced by shippers during the fall and winter movement of the corn crop have been excessive and burdensome, and we believe that the time has come for this Ass'n. to enter not only a strenuous protest against this wholesale discount system, but to take some decisive steps towards the regulation of same. I predict that the time is very near when it will be done, and I know of none better qualified to work out a practical way to do it than the men engaged in the grain business. I fully realize that this suggestion may be very unpopular with some, viewed as a huge joke by others, and looked upon by still others as the very essence of questionable mentality; and the temerity of the speaker may be very embarrassing to some of his best friends, but I want to asseverate with all the honest candor I can command, that the question is one of merit and justice and some time, in the very near future, I hope, grain will be handled on a dry matter basis and wholesale discounts, excused wholly by moisture, will be as unsafe as it is now unpopular.

If this plan is worked out it would prove beneficial to both shippers and terminal markets. It would give to the shipper the value of the dry matter contents of his grain and protect the market against criticism and censure caused by unscrupulous buyers who by their greed bring the market into disrepute.

Don't be astonished, gentlemen, at this suggestion however radical it may seem, for new and astonishing discoveries are being made in our business; even the obsolete term "premium" has recently been resurrected from the archives of the past



St. Louis Sent the Largest Delegation.



where it has reposed for ages in the habiliments of the sepulcher, and it looks like it were possible that the country shipper might be able to use it in the regular course of his business again. Thanks to the Board of Trade of the city of Chicago for this step in the direction of increasing our limited vocabulary. I certainly compliment the Chicago Board of Trade for this forward step to better things.

In our address at Peoria in 1912, we called the attention of the Convention to Schedules A and B, promulgated by the Federated Associations, and we believe now as we believed then, that these schedules are based upon equity and right, and we again direct your attention to their meritorious features and hope that you will give them careful thought and serious consideration.

**Association Departments:** We will be very brief in our reference to the various bureaus of the Association, whose work directed by some of our ablest active members have accomplished results of inestimable value. These departments are no longer experimental, but have demonstrated their absolute necessity in caring for the business entrusted to them. We can hardly distinguish between them in the great good they do for the dealers, and the benefits derived from one are necessarily conducive to the good accomplished by the others; and their aggregated good is of such volume and character that it becomes a potent factor in our progress and achievements.

Our scale, arbitration and crop report divisions of the Association have been uniformly patronized by the membership, and we believe they have been eminently satisfactory. We do not, however, think that our claims department has the recognition by the membership that is commensurate with its worth. That it has grown in support and broadened in its benefits to the trade we admit, but its good offices are so apparent and so manifestly necessary that every member ought to be glad to accord to it their hearty patronage and support.

We have endeavored briefly to recapitulate for your approval or criticism the work of the Ass'n for another year. Of course we will be pleased to have you affix your stamp of commendation, but a friendly and frank criticism is invited if in your opinion we have not been obedient to your ideas.

To reach more practical results in the problems of life ought always to be the loftiest ambition of every individual or any combination of individuals and to attain higher standards in business ought always to be the paramount purpose of our Society. I suggest to you that ours is not altogether a business association, or perhaps it is better to say it is a business association directed and controlled by right rules of conduct, disciplined by individual honor and stimulated by honest methods. Indeed, my friends, it is refreshing to know that as a business organization it is not divorced from the consideration of personal rights and of the factors that not only operate in the direction of our specific cause, but the advancement of all the elements that count for a better citizenship. I opine that you will agree with me that it would be impossible to consider the true value of any institution of this, or a kindred nature, apart from, and independent of, a relationship to the people of the whole country.

J. B. Magee congratulated the President on his able address and moved that it be referred to the Resolution Com'ite.

Sec'y of State Harry Woods addressed the meeting on Central Markets and Future Trading.

C. B. Riley, Sec'y Indiana Grain Dealers' Ass'n, addressed the dealers on the U. S. Corn Grades, from which we take the following:

## Uniform Corn Grades.

In marketing grain, the question of its classification is of utmost importance. Much capital is involved in distributing the products of the farm, and many speculative and uncertain elements are always present, rendering the business hazardous in much greater ratio than many other lines of trade, involving similar capital.

In the early history of grain movement, the matter of classification was not considered of great importance, in fact, it was largely a sample proposition, as the harvests were delivered to the nearby mills or consumer and settled for upon their merits, as agreed upon by buyers and sellers, both being present and participating in the negotiations.

Mr. J. C. F. Merrill, now Secretary of the Chicago Board of Trade, is authority for the statement, that the practice of classifying grain into grades is distinctly American in its origin. That in the year 1858, the Board of Trade, of Chicago, created a Department for the classifying of grades numerically. This general scheme, with some changes, to meet local conditions, spread throughout the country greatly facilitating trade between widely scattered markets and individuals.

The reliability of Inspection Certificates being of first importance, and uniformity in a broad sense a necessity, some established system of inspection, under direction of competent authority, is the one vital question now confronting the entire grain trade of this country. We have petitioned our National Congress for relief and have some assurances of our petition being heeded and the relief afforded in the near future, in so far as the same can be accomplished by legislation.

By reviewing the history of the Grain Trade, as represented by the Grain Dealers National Ass'n, which organization has been in the lead in the movement for better grading, we find that organization at its first annual meeting in Des Moines, Ia., June, 1897, adopted a resolution on the subject, which follows:

"Resolved that it is the sense of the members of the Grain Dealers National Ass'n, that we favor Inspection Rules that will be nearer a uniform and equal basis than at present, and Inspection Rules that will be more explicit and go more into details than some of the present rules."

At the Annual Meeting of the National Ass'n in Des Moines, Oct., 1901, Mr. J. J. McCaull of Minneapolis, in his address, said "We owe it to ourselves to establish a system of Weights and Grades through the United States at once; fair and just to producer, merchant and consumer."

John T. Shanahan, then the Chief Inspector at Buffalo, read a paper on Uniform Inspection Rules for Grading Grain. He said, "That I have been asked to speak on

this subject, naturally presupposes the fact that the markets of the country as compared with one another are not uniform, and consequently unsatisfactory and confusing."

He then recommended getting together and the co-operation of the Exchanges of the country on a uniform set of rules and standards, suggesting \*\*\* "Why not in the emergency, turn to the National Government and see if it cannot help in the matter" \*\*\* I believe that if the United States Government would do not more than establish standards, \*\*\* it would be a strong moral support for all honest markets and inspectors, and exert a strong influence toward Uniform Grading."

The Seventh Meeting of the National Association was held at Peoria, Ill., October, 1902, at which time the Association of Chief Inspectors was organized with John O. Foering of Philadelphia, President.

Chas. D. Jones, now President of the Grain Dealers National Ass'n, attended the Peoria Meeting, and in his response to the address of Welcome, displayed a practical knowledge of the business as it existed then and said among other things,—"There are men in this hall today, who, if approached on the subject of Southeastern business would hold up their hands and say, 'Excuse Me, but I don't care to ship anything South of the Ohio River.' Well why! because, he would say, I once shipped so and so at such and such a point, five cars of oats and when they got there he refused them: Well, you ask again why; because, he said, they were not what he wanted and not what he bought. The man sells his five cars as best he can to someone else, possibly at a loss, and is thoroughly disgusted. Now then give the Consignee an inning, ask him about buying from such and such a market and he holds up his hands in horror and says, 'Excuse Me, I would go without grain before I would buy it from that place,' well why, because, I once bought five cars of oats from so and so over there and he shipped me the very poorest I ever saw; now there we are, both sides."

Notwithstanding the recognized necessity for better service in grading grain, the Grain Dealers National Ass'n, at its Annual Meeting in 1903 in Minneapolis, took a stand against the Government having control of the inspection. The views of the Ass'n were expressed in a Resolution which read as follows:—"Resolved, that the members of the Grain Dealers National Association in Convention assembled on Oct. 8, 1903, hereby declare their firm belief that supervision of the inspection of grain by the National Government at Terminal Markets would be detrimental to the Grain Trade of the Country, and that we are opposed to any attempt being made to exercise such supervision, because from past experience, we have found the supervision of inspection (by State) under political control, to be unsatisfactory and we declare in favor of having the inspection in all Terminal Markets under the Supervision and Control of the Commercial Exchanges of such markets."

The National Association continued its efforts to secure uniformity in Grading and Classification and at each recurring convention devoted much time and energy to the subject, but as forcefully repudiating the theory of the Government doing the work for them. At the Annual Meeting June,



Part of Chicago's Delegation.



1906, Resolutions were adopted, providing for what was termed the "Uniform Grade Congress," which convened in Chicago December, 1906. The Congress was largely attended and many spirited speeches were made.

We could continue the recitation of resolutions, speeches, etc., condemning the inspection systems of the country and demanding uniformity which never came; and not until Dr. Wiley, then Chief of the Bureau of Chemistry of the Department of Agriculture, in the administration of the Food & Drugs Act, undertook to supervise the grain business by the process of confiscation and penalization of grain, alleged to have been misbranded, did the entire grain trade of this country reach mutual ground.

Practically every Exchange, Association and interest that had to do with the grain business joined in an effort to secure a modification of the rules promulgated by Dr. Wiley and the Department he represented. A great meeting of the trade was held in Washington in 1912; every attendant and representative recommended the speedy standardization of grain grades and solemnly pledged himself to use his utmost influence to secure the approval of same by the trade, when promulgated by the Department of Agriculture. The trade was in real earnest at that moment, and immediate relief was secured, through an administrative order suspending the operation of the law as to grain in its natural form, pending legislation on the subject. The Department of Agriculture took the trade at its word, continued its work of standardization and later caused a bill to be introduced in Congress, to make effective the work contemplated. That measure is known as the Grain Grades Act and is pending favorable report of the Agriculture Committee of the House.

The essential features of this measure are familiar to all and need no illucidation. The entire grain trade of the country has had opportunity for hearing before the Committee and while many Exchanges and Associations have been heard and slight differences have developed, the trade is almost a unit for the measure in question. Some opposition comes from the Atlantic Seaboard Markets, that wished the provisions to be modified so as not to apply to grain intended for export to foreign markets.

The Federal Inspection sentiment in Congress has recently found expression in a vote on the McCumber Bill, resulting in its defeat by a decisive majority.

Under the Supervision Theory, the States, Grain Exchanges and other instrumentalities for grain inspection will continue: The Government will commission the Inspectors of such departments to inspect grain that moves in Interstate and Foreign Commerce and issue certificates accordingly. Such Inspectors being appointed in the first instance by the local or State authority, would be under such jurisdiction in the performance of inspections of grain that does not enter into Interstate or Foreign Commerce.

Should grain inspected in Intrastate Commerce pass into Interstate Commerce, the certificates issued for the one would serve the purpose for the other, since the rules, regulations, classification and party inspecting, would be the same; thus, conflicting inspections, by a dual agency would be avoided and the wholesome influence of the Federal Government would be realized in both State and Interstate Commerce in grain.

The local or State authorities charged with the inspection of grain in Intrastate Commerce, would be very glad indeed to permit their inspectors to accept certificates of authority from the Federal Government, to inspect Interstate grain, thus accomplishing the equal of dual inspection by the single agency. Such agency would not know at the time of the inspection, whether it was the State or the Federal Government, and, as each would have jurisdiction over him, for the purpose contemplated, he would certainly strive to perform service of the highest possible character and acceptable to both jurisdictions.

Those that have insisted upon Federal Inspection as against Federal Supervision of Inspection, seem not to have considered well the relations of the State to the Federal Government. The Federal Government cannot compel inspection or enforce rules relating thereto, when grain, moving only in Intrastate Commerce is involved, and it is fair to assume that States, Exchanges and other instrumentalities, authorized to inspect grain, would not willingly surrender their rights and duties to the Federal Government, especially since the Federal Government could not assume the responsibilities and burdens that would follow the attempt to exercise such functions.

Many States, including the State of Illinois, have laws requiring State Inspection

of Grain, as a condition precedent to its acceptance into public elevators and warehouses, hence the certificate of the Federal Government would not comply with such laws; while under the Supervision theory, the Inspector, being both a State and Federal Inspector, we get the service without the expense and annoyance of dual inspection, by a dual agency.

Markets will realize the importance of employing the most efficient and competent inspectors, and their work, in all its details, will be subject to constant scrutiny by the Government Supervisors. Anything that would cause the revocation of authority to inspect Interstate grain, would greatly militate against such inspectors and the markets by whom employed and recommended.

Inspectors, when holding commissions from the Government, and wishing to justify their appointment, will realize the importance of efficiency and integrity, that their commissions may not be revoked.

Provisions for appeal from inspections will follow the reinforcement of the law, so that disputants may anticipate proper and speedy adjustment of controversies, involving the question of inspection; the finality of certificates, according to the terms of the contracts may also be anticipated.

The important question and the one in which we are most interested is, will the grain trade generally be benefited by Federal Supervision of Inspection? We think it will as it will accomplish uniformity in standards and their administration, in so far as it is possible to accomplish an important function, in which the element of human judgment is involved. Should climatic or other conditions make it necessary for a variation in standards, which is claimed by some, such standards will be promulgated by the Government, based upon actual necessities and conditions and not upon the caprice or fancy of either the buyer or seller.

The suggestions that have been made, in the past, that some markets have changed standards, as well as the administration of them, without sufficient notice to the patrons of such markets will no longer obtain, as the public will believe the Government would not willingly or knowingly, be a party to "over night" schedules or questionable practices, if they were attempted.

The plugging of cars or other deceptive and reprehensible practices by unscrupulous or ignorant shippers, will become so dangerous that we may anticipate its abandonment entirely, for, grain that enters Interstate Commerce, under such conditions, will be misbranded and otherwise incur the penalties of the law.

The buying of grain on grade, by first handlers, will be a necessity, if they wish the protection of the law and the co-operation of the Government, as it is understood, Government authorities are of the opinion that the practice, alleged to obtain in places, of paying the same price for all grain irrespective of quality or condition, tends to encourage bad farming and slothfulness generally, and is discriminative against the man who has the good grain, in favor of the man with the poor grain.

H. A. Rumsey, chairman of the Arbitration Com'te, read the report of the Com'te, from which we take the following:

#### Report of Arbitration Committee.

"The Court of Domestic Relations" in the Illinois Grain family has not been overworked during the past year. For some reason or other, the transactions made between Illinois dealers and their clients have been fraught with comparatively little difficulty and few disputes which could not be settled were appealed to your tribunal.

There have been seven cases decided, and it is interesting to note the numbers given these cases, as they indicate not only the extent to which arbitration has been applied to grain dealers' differences, but to my mind, are most important in that they show us how few cases which are considered as being subjects for arbitration are actually brought to the committee for adjudication.

The numbers run from 2989 to 3058; in other words, there have been 69 differences which have reached the Secretary's office with the idea of arbitration attached to them, whereas only seven have been through the committee.

In view of these facts, your committee again this year commends the good offices of our President and Secretary to your appreciation, for most if not all of the cases not arbitrated have been settled by friendly conferences or agreements brought about by your officers.

A word relative to the causes in the cases handled may be of interest:

The first case decided was one involving hot corn and the difference was brot to

arbitration because of failure on the part of one of the parties to the contract to follow the matter up closely, whereas the other party took all possible means to protect himself in the ordinary course of business.

Another case is decided strictly on the basis of Rule No. 7, relating to obligation on the part of the seller to notify the buyer of his inability to complete contract.

Another cause for action of the committee was laxity on the part of one party in keeping his contracts up to date.

Another due to error in application of shipment on contract and failure on the part of shipper to correct the error.

Again, Rule No. 7 applies, and this case emphasizes the virtue in the recent change in Rule No. 7, whereby it reads: "The buyer shall either buy in or cancel," etc., thus laying upon the buyer a direct obligation.

The question of terms of sale rules in two cases where grain was sold on destination terms.

Of the seven cases handled, two of them were appealed and your committee has the satisfaction of approval of its findings in both cases. A third was called for rehearing and the original decision in this case was reaffirmed. Thus you will see that your committee has been extended the confidence of both the members who have brot cases before it, and its superiors, before whom its findings have been placed for criticism.

**Laxity to Blame:** By far the greatest number of cases that come before the committee find their causes directly or indirectly in the laxity or carelessness or wilful negligence in handling questions relating to the contracts and fulfillment thereof, at the time such contracts mature or are about to mature.

We would recommend very earnestly that the grain contract, both on the books of the seller and buyer, be treated precisely as is a Bill Payable or Receivable, and that the same care be given that obligation as to the other. If a buyer, who in such a case is contracting a Bill Receivable, would communicate with his party a few days before the expiration of the contract and request or demand some expression in regard to the fulfillment of same, or if the seller would communicate with the buyer regarding his ability to fulfil his contract, there would be very little work for the Arbitration Committee, and we only hope that some such system may find its way into every Grain Organization, large or small, city or country.

Sec'y Strong read the report of the Executive Com'te, from which we take the following:

#### Report of Executive Com'te.

Your Executive Committee begs to report that during the past year they have acted on the following cases, which, according to the By-Laws, come under the jurisdiction of your Executive Committee.

In the matter of the Bassett Grain Co. of Indianapolis, Ind., and The Hawthorne Grain Co. of Bloomington, Ill., these firms in different cases refused to submit question to arbitration in accordance with the Constitution and By-Laws of the Ass'n, consequently, it was the unanimous opinion of your Executive Committee, after giving

#### The Two Wades.



C. H. Wade,  
Paris.

C. T. Wade,  
Farina.



these parties ample notice, that on account of their refusal to enter into arbitration, they should be expelled from the Ass'n.

Two cases submitted for arbitration before the Arbitration Committee, were appealed to your Executive Committee.

No. 3010, Twist Brothers versus W. H. Haskell & Co.

No. 3046, Bingham-Hewitt Grain Co. versus Yuton Grain Co.

In both cases your Executive Committee, after reviewing the evidence and the reports of your Arbitration Committee, affirmed the decision of your Arbitration Committee.

Respectfully Submitted,

W. L. SHELLABARGER,  
Chairman.

R. C. Baldwin, chairman of the Claims Bureau Com'te, made the following report:

## Report of the Claims Committee.

The Claims Department begs to report that during the last year there has been a sharp increase both in the number of claims filed and in the total amount covered by the claims. There has been during the last year an increase of about 50% in the amount of money recovered from the railroads on claims for the members of this Ass'n.

We beg to submit the following statement of the business of the Claims Bureau for the past year, and also a comparison of same with the business of the preceding year.

June 1st, 1912, to June 1st, 1913: Members filing claims, 93; number of claims filed, 749; amount claims filed, \$27,756.47; number paid, 463; amount claims, \$10,778.09; fees paid, \$1,073.04.

June 1st, 1913, to June 1st, 1914: members filing claims, 120; number claims filed, 1,336; amount claims filed, \$27,257.17; number paid, 876; amount claims, \$15,344.23; fees paid, \$1,538.51.

Claims on hand not paid June 1st, 1913, 359.

Claims on hand not paid June 1st, 1914, 460.

Claims filed past year for overcharge in freight, 16 (10 paid).

Claims filed past year for loss overcharge in grade, 25 (17 paid).

Claims filed past year for loss overcharge in market value, 6 (1 paid).

Claims filed past year for car doors, 4 (2 paid).

Claims filed past year for loss in transit, 1,285 (846 paid).

There is a gain of about 30% in the number of members who have filed claims thru the Bureau, and if the records of the Claims Department are conclusive we can state that the members who have started to use this branch of the Ass'n are continuing to do so, and we trust that this is

evidence that the members are satisfied of the efficiency of the Department.

It had been expected that prior to this meeting there would have been a trial and a decision covering the liability of the railroads for loss in weight on grain carried in interstate traffic, but this has not yet been brot to a head. One bunch of claims amounting to a considerable total had been entered for suit, but prior to the case coming to trial the railroad offered a compromise of about 95% of the amount claimed, and obviously it was better to accept this compromise than to carry that particular matter to an issue.

The Claims Department feels confident that the railroads are cognizant of a legal responsibility for shortages on such business, altho no leaks or defects in the cars are noted, or otherwise they would not be justified in settling out of court for practically the full amount claimed. We are anxious to have this matter determined so that every one may have a clear claim for losses in such business.

The chief difficulty of the Department in dealing with losses of grain in transit is on account of cars which are reported as arriving in good condition. We are exceedingly anxious to have their legal liability determined. In this connection it would be greatly desired that the railroads supervise for their own protection the weighing of all grain at destination and thus remove any defense for loss of grain on cars alleged to arrive in good condition.

It is obvious that if no exceptions are taken to the condition of the car at time of loading or at time of arrival at destination, and a material shortage is shown that there is either a manifest error in the weighing at point of origin or at destination, or there has been a leak in transit subsequently repaired. The railroads are entitled to protection for errors in weight at either end, and the shipper is entitled to full weight for the grain delivered and we trust that the railroads will take such measures for the protection of weights at destination as are necessary to protect them from errors in weighing or dishonesty at either end.

**Condition Reports:** The officers of the Association have now submitted to the Public Utilities Commission the proposition of consenting to an increase in the sampling and inspection charge at Chicago providing the shipper is furnished with a condition report covering the condition of cars when they arrive in the inspection yards. This supplementing the report now given when the cars arrive at the elevator for unloading, but let us have a complete condition report of the car during transit. This is a step in the right direction. We can only ask that the members continue to support the Claims Department by putting their claims through the Department for collection as it strengthens

the Department in its relations with the railroad.

Scale Inspector W. M. Close being unable to attend, his report was read by the Secy. It follows:

## Scales Inspection.

The Scale Committee of your Ass'n beg to submit the following brief report of the work of the Committee during the past eleven months:

During this period the Scale Inspector employed by the Association has inspected and tested a total of 267 scales, at a total expense of \$1,655.28, or an average cost of \$6.19 per scale. Of this number 18 scales were repaired more or less extensively, while quite a number required adjustment before weighing correctly, and of course quite a large per cent were found to be correct in every respect.

This Department of the Ass'n, it seems to your Committee, furnishes the cheapest and most efficient way the grain dealers of the State could possibly have of giving the proper attention to their weighing facilities. We feel that this Department is now on a firm and paying basis, and request that the members of this Ass'n, especially, give this feature of the work their full support.

We now have in our employ as Scale Inspector, Mr. George J. Betzelberger, who is thoroly experienced in all the details of scale work. He is energetic and very painstaking and the members of the Association who employ him may rest assured that he will not leave any scale until it is in first-class condition in every respect.

We desire further to call your attention to the fact that we aim to furnish this service to the members of the Ass'n at its net cost. In cases where the Inspector has to travel some distance from one job to another his expenses are necessarily larger. In view of this we would recommend that the shippers, where possible, will permit the Inspector to take one line of railroad and travel it through in a regular way, the expense would be much less and would also save much of his time.

Chas. D. Jones, President of the Grain Dealers' Nat'l Ass'n, addressed the meeting on Grain Dealers' Relations to Grain Dealers' Ass'ns, which will be published later.

F. J. Delany, Chicago: The reasons for the defeat of the three-day carlot delivery of cash grain are not definitely known, but the cash receivers seemed a unit for the proposed rule. The one feature of the rule which attracted the most opposi-



The Meat Served at the Barbecue Was Cooked over Live Coals 16 Hours.



tion was its retroactive clause which made it applicable to contracts for May grain entered into before the rule was proposed. With that clause eliminated I think the rule would be adopted with little opposition and I doubt not that the rule will be in force before you meet again.

### Wednesday Morning Session.

President Metcalf called the Wednesday morning session to order at 9:50 and introduced Frank H. Funk of Bloomington, member of the State Utilities Commission, who told of the Public Utilities Law and the Grain Trade.

Wm. R. Bach, atty for the Ass'n, addressed the meeting on Legal Matters in Connection with the Grain Business from which we take the following:

### Carrier's Liability for Loss in Transit.

The liability of a common carrier for the difference between the loading weight and the terminal weight of grain received by such carrier on an interstate shipment, where there is no evidence of leak, or no evidence of impairment of original seals on the car, is a question not wholly free from doubt, and so far as we have been able to learn, one not already decided by the courts of last resort. We now have several test cases in the courts to determine the question and hope to be able to sustain our views on that question.

The burden or proof was cast upon the carrier to prove that they had not been lost thru the Act of God, the public enemy or thru some cause against which it might contract, in the case of *Galveston, H. & S. A. Ry. Co. v. Wallace*, by the United States Supreme Court. Therefore, it becomes material to know to what extent the carrier and the shipper may contract to limit the liability of the carrier. The law on this subject, as determined by the very latest cases bearing on the subject is that carriers have the right to enter into contracts with shippers, limiting their liability to stipulated amounts where the rate of carriage may depend on such valuation, but cannot contract to exempt themselves from liability for negligence. *Kansas City Southern Ry. Co. vs. Carl*, 33 Sup. Ct. Rep. 331 (Supreme Court of U. S. A.). *M. K. T. Ry. Co. vs. Harriman*, 33 Sup. Ct. Rep. 397. *C. R. I. & P. Ry. Co. vs. Cramer*, 34 Sup. Ct. Rep. 383. *Great Nor. Ry. Co. vs. O'Connor*, 34 Sup. Ct. Rep. 380.

Both carrier and shipper are bound to know the published interstate tariffs and cannot contract to terms of carriage at variation therefrom. *A. T. & S. Fe Ry. vs. Robinson*, 34 Sup. Ct. Rep. 556, decided April 6, 1914.

Assuming that the law is as above quoted, the application of it to the certain conditions or limitations, contained in the standard B/L, is important.

The first of these conditions, which we shall refer to and which is an attempt by the carrier to modify its common law liability, is the condition which seeks to exempt the carrier from liability for the difference in the weights of grain, seed or other commodities, caused by natural shrinkage or discrepancies in elevator weights.

This condition is clearly an attempt on the part of the carriers to relieve themselves of their common law liability and from negligence, and in my judgment such conditions are contrary to the provisions of the Carmack Amendment to the Interstate Commerce act.

What do the terms "natural shrinkage and discrepancies in elevator weights" mean, when employed in bills of lading? As to what that condition means is uncertain, although tests to determine natural shrinkage of grain at various seasons and in various localities have been made, as I understand it.

Natural shrinkage is determinable by tests and when reliable information on that subject is obtainable, if there is such a thing as natural shrinkage of grain in transit, the carrier should not be liable for it.

**Government Weights.**—This subject of natural shrinkage of grain and of variation in scale weights is a fit subject for government control. Terminal elevator weights should be policed by the railroads, as well as the terminal exchanges, or by a sworn government weigher whose affidavits of weight of the contents of a car should be received in all the courts, state and federal, as the incontestable weight at point of destination, while the weight at point of shipment should be definitely ascertained by both shipper and carrier before the B/L

is signed by the carrier's agent. This could be determined by compelling the carrier to maintain accurate track scales and in case of default to accept the sworn statement of the shipper or his agent as to weights as conclusive.

Disputes as to weights should be settled before the car leaves the place of origin. If the government should undertake the matter of policing weights, it would be altogether feasible for the postmasters, or their duly authorized deputies, to weigh and supervise the loading of grain. To my mind government supervision of the inspection of grain is no more imperative and advisable than is government supervision of weights. When the inspection and weighing of grain at point of origin as well as destination is standardized and under government or state control, the carrier and shipper alike will be protected in the handling of grain.

The initial carrier is liable to the lawful holder of the B/L for the difference between the loading and terminal weights of grain, even in case of interstate shipments, as the situation now stands in suits brought in the state courts of Illinois. A suit brought by the lawful holder of the B/L of an interstate shipment against the initial carrier for loss thru delay or otherwise, where the amount involved is less than \$3,000, is not removable by the carrier to the United States District Courts.

These terms are broad enough to cover all differences between loading and terminal weights, however great, where no evidence of leaks or rough handling are apparent at destination and where the original seals are intact. Notwithstanding the fact that leaks may have existed en route and were plugged up by track inspectors, without any record having been made of the same.

Our Ass'n is on record as recognizing the possibility of there being slight discrepancies between loading weights and terminal weights, caused by scale variation and natural shrinkage. These two factors were largely responsible for our agreement with carrier as to minimum claims that we would file and as to the allowance of one-fourth of one per cent on corn, and one-eighth of one per cent on oats, on claims above the minimum, where there was no evidence of leaks and where seals were intact. But the voluntary withdrawal of the railroads from this agreement by their refusal to recognize claims, based on interstate shipments, where there was no evidence of leaks and where original seals were intact, leaves the matter open for judicial determination.

It cannot be successfully urged by the carriers that these conditions come under that class of cases, where the shipper has a choice of rates, depending upon the value of the commodity transported, nor can it be claimed that under the common law carriers were relieved from responsibility on account of the discrepancy between the loading and the terminal weights, caused by any defective weighing, or by the scale not weighing accurately, it would be a legal defense, but there is no legal presumption that because there is a difference between loading and terminal weights, it must be caused by defective weighing or by defective scales.

The legal presumption arising from a discrepancy between loading and terminal weights, on the contrary, is that the carrier has lost a part of the grain in transit and under the common law, which remains unchanged by the Interstate Commerce act, as finally amended by the Carmack amendment, the carrier is responsible for such loss.

What bearing our Illinois Statute, which provides "If any such corporation shall, upon the receipt by it of any grain for transportation, neglect or refuse to weigh and receipt for the same, as aforesaid, the sworn statement of the shipper, or his agent having personal knowledge of the amount of grain so shipped, shall be taken as true, as to the amount so shipped; and in case of neglect or refusal of any such corporation upon the delivery of any grain by them, to weigh the same as aforesaid, the sworn statement of the person to whom the same was delivered, or his agent having personal knowledge of the weight thereof, shall be taken as true, as to the amount delivered. And if, by such statements, it shall appear that such corporation has failed to deliver the amount so shown to be shipped, such corporation shall be liable for the shortage, and shall pay to the person entitled thereto the full market value of such shortage, at the time and place when and where the same should have been delivered," will have on interstate shipments yet remains to be seen, as this statute has not been construed by our courts.

We are of the opinion that, inasmuch as the statute is not in contravention of any of the provisions of the Interstate Com-

merce Act, and is but declaratory of the common law, and does not offend against any provision of the constitution of the United States, it will be followed and applied by our state courts and the United States Supreme Court in interstate shipments of grain, now that the carriers are prohibited by the Kenyon amendment, from removing causes to the United States District Courts, where the amount involved is under \$3,000, and the jurisdiction of the United States Supreme Court is therefore appellate only.

Mr. Bach showed the effect of the Kenyon amendment, the different liability under the B/L in the Federal Courts, told the reasons for the abrogation of the working agreement between the Illinois Ass'n and the railroads, upheld the validity of the four months' limitation of time in which to file claims, explained the difference between state and interstate law governing recovery of car cooping expense, and the carriers liability for failure to furnish cars in a reasonable time. The parts of his address covering these topics will be published later.

Chairman E. M. Wayne of the Com'te on Nominations reported for President Victor Dewein, Warrensburg; Vice-Pres. J. B. Stone, Mattoon; Treasurer, H. I. Baldwin, Decatur.

Directors, 2 years: H. S. Antrim, Cairo; C. H. Wade, Paris; W. M. Wheeler, Melvin; 1 year, E. E. Shultz, Beardstown.

The Sec'y was instructed to cast the ballot of the Ass'n for Victor Dewein for Pres. and J. B. Stone for Vice-Pres.

Mr. Stanberry nominated C. C. Miles, Peoria, for Treasurer, and Mr. Feltman seconded the motion.

Pres. Metcalf read the provisions of the by-laws governing the election of officers and ruled that the accredited representative of a firm in good standing shut in the absence of a member of that firm be permitted to cast its vote. The ballot on Treasurer resulted in 32 for H. I. Baldwin and 34 for C. C. Miles and the President declared the election of Mr. Miles.

The Sec'y cast the ballot of the Ass'n for the four nominees for directors as instructed.

Upon motion of R. C. Baldwin a vote of thanks was tendered the retiring officers.

President-elect Victor Dewein thanked the dealers for the honor bestowed and promised to keep the Ass'n in the lead of all trade organizations. He emphasized the necessity of harmony and begged that all dealers with a grievance bring it before the officers.

W. M. Hopkins, who was on the program for an address on the B/L was called for. His address will appear later.

The following resolutions were presented by Chairman H. A. Hillmer and adopted:

### Resolutions.

**Time of Meeting:** Amend Article IV, Section, in relation to the Annual Meeting, changing same to read "THE SECOND TUESDAY IN MAY" instead of "THE FIRST TUESDAY IN JUNE" and the fiscal year end April 30th.

The fiscal year for the Association ends with the month of May of each year, and Section 6 or Article I of the By-Laws requires that the Finance Committee shall audit the books and accounts of the Secretary, annually, five (5) days before the regular meeting of the Association.

It is the difficulty of making up the accounts and getting them audited by the Finance Committee which suggests the idea of having the annual meeting one week later in the month; and the fact that always after corn planting is completed there is more or less of a movement of grain, and this prevents many dealers from attending the meeting when held in June.



**Arbitration Appeal Fee:** Amend Section 6 of Article I of the Arbitration Rules, by adding at the end of the Section these words:

"A fee of Ten Dollars shall accompany the notice of appeal," which shall be forfeited if the decision is sustained and shall be refunded if the appeal is sustained.

There being no fee required for appeal, it is simply a proposition to have every case that is arbitrated appealed to the Executive Committee. If a party really thinks the Arbitration Committee is wrong, he will put up Ten (10) Dollars to find out; but the rule as it is at present permits appeal without a fee.

**Trading in Grain for Future Delivery:** WHEREAS: During the past few years there have at times appeared in the public prints articles condemnatory of the present methods of trading in grain for future delivery, and

WHEREAS: Many public men, elected to offices of your body politic, have at times voiced similar sentiments; and

WHEREAS: We believe that such condemnation is unwarranted; is wholly opposed to the best interests of producer and consumer alike—and is born of a lack of knowledge of, or a full understanding of, the present methods which are the evolution of fifty years of commercial necessity and progress; and

WHEREAS: We, as grain merchants anxious to carry on the business of moving our annual grain crops from the hands of the producer to the mouths of the consumer, at a minimum of expense and at a minimum of commercial risk, realize that the present trade in grain for future delivery is the only insurance we have available, against these risks; and

WHEREAS: We are convinced that this system has been the only guarantee of unlimited competition for the farmers' products, on the one hand; and unhampered success to all markets on the other; and

WHEREAS: This development of the trade in grain for future delivery, its healthy growth and its consequent unrestricted response to the natural forces of supply and demand, is our only safeguard against monopoly in the grain business; therefore, be it

RESOLVED: That we, members of the Illinois Grain Dealers' Ass'n, in Convention assembled, cognizant in our own daily business experience of the economic benefits of this system and its real commercial necessity, do hereby approve of the present system of trading in grain for future delivery as practiced on the Chicago Board of Trade and all the other great American grain exchanges.

THAT: We, as citizens and as business men, are proud of these great Commercial Exchanges; in that they furnish to us access to all of the markets of the world at a minimum of expense.

THAT: We call upon our representatives in our State and National Legislative Halls to preserve to us this system through a wise appreciation of its benefits to all, and a sane disregard of uninformed critics.

THAT: The Secretary of this Association be instructed to mail a suitably prepared copy of these resolutions to every executive officer of the State of Illinois, every member of the Illinois Legislature, and to each Senator and Congressman representing this great State in the National Councils at Washington.

**Transit Charge:** Whereas: Mr. J. B. Magee of Cairo, Ill., has today read to this convention a most able and instructive address upon the subject of the proposed 1c per 100 lb. charge for transit on all grain stopped at shipping points, be it

RESOLVED, That the thanks of this convention be hereby tendered him for the information contained therein; and be it further

RESOLVED, That it is the sense of this convention that we are unalterably opposed to such a charge and that the officers of the Illinois Grain Dealers' Ass'n are hereby requested to do everything in their power to prevent such a charge ever being made effective or legal.

**Carlot Rule:** Be it resolved: That it is the sense of this convention that the Chicago Board of Trade be petitioned by the Executive Officers of this Association to Reconsider the Rule known as the "Carlot" rule, and

THAT: This association expresses now its unqualified approval of such a rule, and

THAT: The advice and assistance of the Executive Officers of this association be tendered to the Board of Trade of Chicago, if desired by that Exchange, in the desire on our part, to help in the wording of such a rule, which we confidently believe is a big step forward in the Grain business.

**In Memoriam:** WHEREAS, it has pleased Divine Providence, in His infinite wisdom, to remove by death from among our valued members: Nicholas B. Claudon, Fairbury, July 17th, 1913; Isaac H. French, Champaign, July 9th, 1913; P. S. Carter, Girard, August 21st, 1913; F. P. Smith, Decatur, September 17th, 1913; David Miller, Lanark, January 11th, 1914; Geo. D. Montellus, ex-President, Piper City, March 12th, 1914; J. M. Jones, Dewey, May, 1914; therefore, be it

Resolved, That we extend to the families of the departed our deepest and most heartfelt sympathy in their sad bereavement and commend them to the care of Him who doeth all things well. Be it further

Resolved, That this resolution be spread upon the minutes of our meeting and a copy mailed by the Secretary to each of the families of the deceased.

**Insect Pests:** WHEREAS, The Hessian fly the army worm and the chinch bug annually cause a vast amount of damage to growing grain on Illinois farms; and

WHEREAS, The ravages of these insect pests are quite within the control of the farmers who may understand their habits and the methods of control and eradication; therefore, be it

RESOLVED, That the Secretary be authorized to obtain from the Department of Agriculture at Washington or from the entomologist of the University of Illinois information of such habits and methods and prepare it for circulation among farmers through the grain dealers of this State, with a view to curtailing and minimizing the destruction annually caused by these pests.

**Seed Wheat Campaign:** Whereas, The population of the United States is increasing at a much more rapid rate than the production of cereals; and

WHEREAS, The prosperity of the grain business depends upon a steady increase in the yield of better grain; therefore, be it

RESOLVED, That the Illinois Grain Dealers' Ass'n again commend the work of the Crop Improvement Committee of the Council of Grain Exchanges; and

That every member be and hereby is appointed a special representative of this Ass'n each in and for his own county or locality, and will take an active interest in the organization of this seed wheat campaign and agrees to call or attend a local meeting or meetings of the other committeemen representing the millers, bankers and recognized rural civic organizations for the purpose of arousing a community of action and obtaining a larger yield of better grain.

That the Secretary is hereby instructed to furnish each member with a copy of this preamble and resolution with a request that each member, when addressed by the Crop Improvement Committee, shall give this proposition his earnest support.

**Off-grade Discounts:** WHEREAS: The shipper of grain at present is without recourse on the discounts applied on off-grade grain shipped to apply on contracts; and

WHEREAS: Frequently such discounts are excessive and unreasonable; therefore, be it

RESOLVED: That the chair appoint a committee, of which the President and Secretary shall be members, to which complaints can be referred for investigation or arbitration if warranted.

Adjournment *sine die*.

## The Boat Ride.

Immediately following the adjournment of the final session, the dealers boarded the magnificent steamboat "Alton," which had been chartered for the occasion, and were taken ten miles down stream to the Kentucky shore, where a landing was affected and all climbed up the sandy bluff down into the shady ravine, where a splendid barbecue had been prepared, the meat having been cooked over live coals for many hours, until it was so tender it melted in one's mouth. As they approached the covered tables, they were greeted by Down South melodies, rendered by a darkey four-piece string orchestra.

Pleasing relishes and liquid refreshments of all kinds were served in abundance, and after many pictures had been taken the visitors again boarded the steamboat for a trip up the Mississippi and another up the Ohio.

The success of the barbecue was due to the care, energy and foresight of the local committee composed of W. H. Sutherland, Oris Hastnigs and C. C. Terrell.

On board boat all the latest wiggles of the tango were encouraged by a string orchestra and everybody danced. The cool breezes of the river were so soothing every navigator regretted to land. The trip to "Old Caintuck" by the Illinois dealers will long be remembered by those who had the privilege of enjoying it.

## Convention Notes.

Cleveland sent F. E. Watkins.

Philadelphia sent Wm. Richardson.

Buffalo sent Fred E. Pond, Secy Corn Exchange.

Talk about cordiality. Cairo has 'em all backed off the boards.

Identification badges were furnished by Grain Dealers Fire Ins. Co.

John Prather lost his hat, but to anxious friends he was unable to state its color.

Memphis dealers present were E. E. Buxton, C. G. Robinson and A. C. Roberts.

Insurance men present were C. B. Sinex and Geo. E. Traut of Grain Dealers Fire Ins. Co.

Visitors to Inspector Powell's office discovered that all samples of the shippers' grain are held 14 days.

Next year the meeting will be held the second week of May so shippers will have no excuse for staying at home.

The new Board of Directors held a meeting on the boat and re-employed S. W. Strong as Sec'y for another year.



The Large Boat Which Took the Visitors Over Two Rivers.



L. M. Smith exhibited a 2-compartment Brown Iron Storage Vester.

W. E. Sheldon, Jackson, Mich., was the sole representative from that state.

Geo. A. Hanley of Avery Scale Co. demonstrated a model Avery Automatic Scale.

Chicago delegates included A. H. Edwards, J. H. Fancett, L. Shulafer and J. T. Sledge.

Three hundred and thirty registered. More than that many Country members were absent.

Indianapolis sent C. B. Riley, secretary, Grain Dealers Ass'n; E. K. Sheppard and Chas. McEwan.

As the dealers left the boat the Halliday Elvtr. Co. handed each a record of the day's market.

Did you go to the dance? They taught me to Tango. I noticed some of the bald heads learning too.

Missouri dealers present were O. A. Crenshaw, G. R. Hudson, Charleston; and J. S. Kevil, Sikeston.

Peoria sent C. H. Feltman, Chief Inspector F. B. Tompkins and C. C. Miles of P. B. & C. C. Miles.

Nashville dealers present were: J. C. Bennett, F. E. Gillette, R. W. Hale, Chas. D. Jones and E. N. Williams.

Chicago Board of Trade weighing department was represented by H. A. Foss, J. A. Schmitz and W. E. Felt.

Bag men were present in full force. C. H. Corbett, E. W. Gould, L. C. Hart and Clark Smith were the busy boys.

Altho it was not intended that the meeting shud be a convention of railroad men 20 were in attendance.

A. H. Bennett, Pres. Kansas Grain Dealers Ass'n, was showing a sample of Kansas wheat 6 feet 2 1/2 inches high.

Kentucky dealers present were Joe Browder, Fulton; W. F. Rapier, Owensboro and R. L. Williams, Henderson.

Wud you like to join the order of the Knights of the Mystic Krew of Komus? Get Henry Stanberry to recommend you.

Yes, Henry lived after they threw him thru the 3rd story window. Saw him this morning, but he was still looking peekid.

Tennessee dealers present were, L. J. Cherry, Geo. Dahnke and H. P. Moss, Union City; E. E. Laurett, Clarksdale.

Cairo is the most southern city in Illinois, but shud be remembered as the northernmost town where the magnolia grows.

Decatur, Ill., came to the front with J. M. Allen, H. I. Baldwin, C. P. Cline, F. L. Evans, F. M. Powell and C. A. Russell.

Every visitor received a coupon book containing street car tickets, theater tickets, and the ticket for the boat ride, the dance and the concert.

Changing the time of the annual convention to second week of May should result in more shippers attending as less grain will be moving then.

All the Cairo dealers deserted their offices and homes and gave their entire time to looking after the wants, comforts and entertainment of the visitors.

D. W. McMillen, President of the National Hay Ass'n, invited everybody to come to the Hay Dealers National Convention at Cedar Point, O., July 14-16.

The dining room of the Halliday Hotel was decorated with wheat and alfalfa and on each table was a potted corn plant guaranteed to yield five ears to the stalk.

North Carolina sent J. E. Underwood, Fayetteville.

Two sleepers full even to the bridal chamber brot the Chicago delegation in charge of the Board of Trade delegates—F. J. Delany, H. H. Newell, Edw. Hymers, P. H. Schiffin and Wm. Simons.

Machinery and supply men present were Geo. Hanley, repty Avery Scale Co.; H. N. Roetter, Kennedy Car Liner & Bag Co.; F. M. Smith, Huntley Mfg. Co.; W. B. Smith, Richardson Scale Co.; L. M. Smith, and E. H. Reynolds.

The Cairo Woman's Club entertained visiting ladies with a thirty mile automobile ride, ending with a reception at the Woman's Club rooms at the Cairo library. Refreshments were served and magnolia blossoms presented to each.

One dealer said: I consigned a car of oats here and did not pay any commission and did not have to pay interest on my draft while car was in transit. I came here myself and they bid me "eat, drink and be merry." Cairo is the town for me.

St. Louis brot a delegation of about 30 people and were accompanied by a seven-piece orchestra which pleasantly entertained the visitors in parlor W, where punch and cigars were served. This orchestra also furnished music at the convention hall.

The musical and dance given in honor of the visiting ladies was one of the most enjoyable events of the convention. The musical numbers came up to Cairo's high standard and as hostesses the ladies of Cairo cannot be surpassed. After the program dancing was in order.

Among the ladies present were Mesdames R. T. Barton, O. C. Benton, E. E. Hamman, A. C. Kaiser, J. C. Karr, L. G. Metcalf, P. W. Poorman, O. H. Rink, C. F. Scholer, C. B. Sinex, W. E. Sheldon, S. W. Strong, W. M. Tullock, W. A. Webb, Wm. Wheeler, A. E. Wood and H. P. Worden.

About thirty members of the Knights of the Mystic Krew Of Komus, in ghostly garb, surrounded headquarters Tuesday evening, put the irons on G. E. Wills and Henry Stanberry and headed a procession of nearly 200 visitors to their hall. Roman candles furnished the excitement on the way and Henry did the rest.

Henry A. Rumsey brought back from Cairo, with the compliments of the Halliday Elvtr. Co. to his famous father, Capt. I. P. Rumsey, a gavel made from wood used in the construction of the ammunition storehouse of Fort Defiance, near which Capt. Rumsey drilled his artillery troops in the early days of the Civil War.

At dinner time Tuesday evening a "mashie man" in Chinese attire dashed from the St. Louis headquarters, singing "See Lee, See Lee." As he made his way past the clerk's desk the manager of the Halliday Hotel became excited and chased after him into the living room, down one side and back the other, but not until A. Von Rump had presented every diner with his portrait and a lock of his hair was the Chinaman induced to leave the dining room.

It is deeply regretted that more members of the Ass'y did not attend the convention and enjoy the generous hospitality of the Cairo dealers. Thousands of dollars were spent for the entertainment of dealers who never came. More refreshments were brot back from the barbecue than were consumed. When expected guests absent themselves from expensive entertainments they discourage other hosts preparing for their entertainment in advance of their arrival.

Souvenirs distributed were leather pocket books by the Hunter Grain Co.; leather bound note books by Picker & Beardsley Com'ion Co.; pipes and tobacco by Samuel Hastings Co.; thermometers by Seed Trade Reporting Buro; novelty pencils by Magee Grain Co.; pencils by Avery Scale Co., Lipsey & Co.; knife by H. I. Baldwin; corn cob napkin rings and corn stalk canes by the Halliday Hotel. Picnic hats and Cape Jessamines were given the ladies and German silver pencils to the men by the Halliday Elevator Co.

St. Louis sent the following delegates: I. O. Ballard; E. D. Bargery and Trave Elmore, Elmore-Schultz Grain Co.; Frank Fubb and A. J. Rogers, Goffe & Carkener Co.; W. E. Burchard, Jones-Wise Com. Co.; W. B. Christian, W. L. Green Com. Co.; J. E. Dixon; John Dower, Supervisor of Weights; Harry Halliday, Halliday Elvtr Co.; Henry Hunter; H. F. Ketchum; C. A. Morton, Morton & Co.; H. C. Noland; Zeb Owings, Tammann, Mackey & Co.; J. D. Parrott, M. R. Parrott, R. J. Pendleton; Erich Picker of Picker & Beardsley Com. Co.; A. Samuel, Gilbert Sears, Edw. Seele, T. B. Teasdale and H. A. Von Rump; S. A. Whitehead, repty Nanson Com. Co.

Chicago was represented by Geo. Booth, repty Lamson Bros. & Co.; E. B. Boyd, Traffic Mgr. Chicago B. of T.; F. J. Delaney; P. S. Goodman; Gordon Hannah; Wm. Hirschy of J. C. Shaffer & Co.; H. A. Rumsey and M. C. Hobart of Rumsey & Co.; W. M. Hopkins; Ed Hymers, F. Schiffin and E. W. Jacob of Philip Schiffin & Co.; H. H. Newell and Henry Stanberry of Rogers Grain Co.; Fred Paddleford; H. R. Sawyer; J. H. Dole & Co.; Fred Stevers and R. J. Sellman, repty Logan & Bryan; E. F. Thompson, repty Lamson Bros. & Co.; B. F. Traxler, repty Nash-Wright & Co.; J. A. Waring, Oscar C. White, repty Lipsey & Company, A. E. Wood, repty E. W. Bailey & Co.

Illinois dealers in attendance were R. C. Baldwin, Bloomington; Geo. Barrett, Pana; Ben Bishop, Sheldon; J. L. Bush, Tuscola; H. E. Combs, Wolf Lake; F. E. Davis, Mahomet; Victor Dewen, Warrensburg; F. J. Draney, Mount Carmel; N. Fogelson, Sheldon; E. J. Hamman, Roberts; T. Hamman, Moline; Fred Horner, Lawrenceville; L. H. Jones, Centralia; Frank Jones, Ridgefarm; James Karr, Seymour; F. S. Lamson, El Paso; P. W. Poorman, Humboldt; C. H. Rink, Edinburg; C. F. Scholer, Farmer City; E. T. Schulte, Peardstown; J. B. Stone, Mattoon; V. P. Turner, Pekin; C. T. Wade, Farina; C. H. Wade, Paris; E. Weathers, Newman; W. A. Webb, Weldon; C. B. Wills, Alsey; Wm. Wyckie, Mahomet.

**PRESENTATION TO EX-OFFICERS:** On the boat ride congratulations were made to provide a fund with which to buy living mementos for the retired officers. The last evening in the history of the Halliday, after Ex-President Metcalf and Ex-Treasurer Baldwin had been escorted, C. H. Feltman, in an address filled with much feeling, and well stated truck, presented Ex-President Metcalf with a beautiful stick pin, set with pearls, and Attorney W. R. Bach presented Ex-Treasurer Baldwin with a pair of diamond set cuff buttons. These presentations added much to the pleasure of the meeting, not only for the recipients of the beautiful presents, but also to everyone who listened to the splendid encomiums paid the retiring officers.



## Kansas Grain Dealers Association at Kansas City

The 11th annual convention of the Kansas Grain Dealers Association was held at the Hotel Kansas, Kansas City, May 2nd to 5th. Ernest A. Ernst, who presided at the 10th Annual Convention of the Kansas City Board of Trade, in welcoming the visitors here, said Mr. Ernst said:

### Address of A. L. Ernst

"I wish to express sincere thanks to the many who have gathered here to discuss the grain trade."

"I have been told that many of the people of Kansas are in the grain trade, and that the grain trade is the backbone of the state."

"I have been told that many of the people of Kansas are in the grain trade, and that the grain trade is the backbone of the state."

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grain and several hundred of the best of the grain dealers of the state are here to discuss the grain trade."

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Row from left to right: W. A. Wallingford, Assisted Man, A. P. Ellis, Ass. Man, A. A. Smith, Ass. Man, C. B. Jennings, Ass. Man.  
Row from left to right: F. W. Davis, Ass. Man, C. E. Trapp, Ass. Man, A. H. Bennett, Ass. Man, W. A. Smith, Ass. Man, Paul Rosenberger, Ass. Man.



would undoubtedly destroy the present economical system of marketing the vast crops of this country and throw the grain trade into confusion. The probable result would be the establishment of immense grain storage elevators all over the country, by concerns of large wealth, who would be able to buy the grain at a price far below its actual value, and later on, through a system of control, merchandise this grain at an excessive profit, all of which would be to the detriment and loss of the producer and dealer of moderate means.

In responding the President said,

### President's Address.

There is a lot of work for us to do during the next twelve months. Some of the more important of these are a satisfactory settlement of the compulsory inspection fight, a correction of the law regarding feed-stuffs, and an adjustment of evils resulting from delayed re-inspection at terminal markets.

If compulsory inspection becomes a law, these three items will unnecessarily cost the shippers of Kansas, and through them, the farmers of this State from 50 to 100 thousand dollars annually. Why should we permit this, when, if every shipper will do his duty to himself, his associates, and the farmers from whom we draw our supplies, these three evils may be overcome within the next few months.

The compulsory inspection of grain has been made a political issue in this year's campaign; thus we as grain men are being forced into a political fight unless we submit to these indignities, and meekly accept the yoke which the politicians propose to fasten upon our necks. I for one shall fight it to the finish—not as a political measure, but from a common-sense business standpoint, regardless of party affiliation. This fight will be a bitter one, and one that will not end until the close of our next legislative session, for certain politicians are determined to put this law through, regardless of the public interest, and it behooves us to get busy individually and collectively, and ascertain for a certainty just where our legislative candidates stand, how they will cast their vote on this important question if elected. If they are going to place party politics ahead of the public weal, we must defeat them. Please do not misunderstand me, gentlemen; we are perfectly willing, and I think it all right that we should have State Inspection, but it must not be compulsory. When we sell our grain outside the borders of our State, on St. Louis, Chicago, New Orleans or Galveston grades, Kansas State Inspection is absolutely worthless to us, and there is no reason—not even a good excuse why it and the expense connected with it should be inflicted upon us, and we must not permit such an inequitable law to be passed.

The inspection and tagging of ground feed: What does it amount to? The scheme is absolutely worthless. Since any man can secure this license for a ten-dollar-bill, what protection is it to the consumer, and what good is it to the honest dealer whose business methods do not require it? I have recently had some personal experience with this law. A prominent manufacturer of feed-stuffs secured his license and tags in the usual manner, and proceeded to make chop. I bought some of it to feed my pure-bred horses, because I thought that I could safely depend upon this man's product, especially when "protected" by the State Pure Feed Law. One of my stallions, on which I have received three successive premiums at the State Fair, and for which I recently refused \$750 from a Kentucky horseman, was taken with meningitis, from eating chop made from rotten corn, and for

myself worked night and day to save him. 48 hours two veterinarians, an attendant and The horse lives, but the veterinarians tell me his face will always be one big, bare scar, and that it is not likely that he will ever completely recover from it. To show you the protection this pure feed law affords me. I immediately sent a sample of the chop to the State Agricultural College at Manhattan, and their representative told me personally that by scientific analysis that chop was found to contain 1.48 per cent of pure fungi poison. I was three times a day giving my horses, hogs and sheep feed containing 1.48 per cent pure poison; yet that feed bore the tag of approval and guaranty of the State Pure Feed Law of Kansas. Naturally I asked what my recourse was for the loss suffered and was promptly told by a representative of the Department who prepared, and is in charge of the enforcement of this law, that I could recover nothing under it, because the manufacturer did not "mix" or "adulterate" it, but ground it just as it came to him. What think you of a law that will permit a man to grind poison without fear of prosecution because he did not "mix or adulterate" it? Is that any help to the honest dealer? Is it any protection to the consumer? Does it not, on the contrary, protect and favor the dishonest man who will grind and sell for feed grain that is so poor and rotten that he could not possibly sell it otherwise? The sole purpose of this law, and the efforts being made for a compulsory grain inspection law, is for political revenue. The fact is the last Legislature seemed to have had the word "inspection" on the brain, and the public is still suffering from the effects of it.

Delayed Reinspection at Terminal Markets is another evil that should be met squarely, face to face, and solved before our representatives leave Kansas City; for the movement of the new wheat crop, when receipts are the heaviest, and the grain is new, is when we get hurt the worst.

If we ship a car of grain to ANY market, to be sold on its merits, when that grain is inspected, and the official sample is placed upon the table where the various buyers have an opportunity to see and examine it, and make their offers for it, the condition of the grain, and the market, at the time the purchase is made, are the only conditions that ought, or can legitimately govern, control or influence that transaction. I think the buyer should have the right to send a special or private sampler to the car at once if he wishes to do so, who may probe and inspect and examine it to his entire satisfaction, and if for any reason the sample sold by is not a true sample of the entire car, the buyer ought to have the right to reject it, and cancel the purchase ANY TIME PRIOR TO THE OPENING OF THE MARKET the day FOLLOWING THE DATE OF PURCHASE; but after that time, the trade should become absolute, and the buyer should have no more right to rescind than has the shipper. As it now is, the shipper is bound to the contract from the moment his commission man accepts the offer; but the buyer is not, and may permit or even cause that car to stand on track for several days before it reaches his elevator.

I used to work for an elevator concern in Kansas City, and I have known it to run their cars by, not once, but repeatedly, and if the grain becomes damaged before the buyer in his good pleasure sees fit to have it unloaded, he can call re-inspection and is relieved of his contract, and you, Mr. Shipper, suffer the loss that results from his carelessness, neglect or intentional delay. This isn't right; you are bound, but the buyer is left "Scott free" to speculate at your expense until the grain reaches his elevator. If the market starts downward after he has contracted for your grain,

isn't it very easy for him to run that car by, or leave it on some other side track for several days, hoping, perhaps, that it may become damaged so that he will not have to accept it? And isn't it a great temptation for him to do so? Haven't you seen the time in your own business, when you had a bunch of grain bought that you wished you did not have at the price? And if the Board of Trade Rule under which this man has contracted for your grain, gives him the privilege of rejecting it, don't you suppose he is going to do so, and shift the loss upon you, when he can go right back to that same table and buy other grain equally as good for less money? Isn't it human nature for him to do so if his rules permit it? Another thing. Did any of you gentlemen ever have a re-inspection of this nature on a jumping market? I never did, nor I've never yet seen the man who did.

I would not under any conditions recommend anything unfair or inequitable, but I DO recommend exercising the power which is ours to bring about what is RIGHT. This practice exists because you permit it; it will continue so long as you permit it; you have the matter in your hands; will you take the necessary steps to protect yourselves or will you let it drag along another year at a loss of thousands of dollars? I believe that the Kansas City commission men do not want such a rule. They appreciate its unfairness, is apparent from what many of them have said and done and the way they have voted, and it is up to you individually and collectively to see that on your shipments the rule they now have, or a better and more equitable one, be rigidly enforced. My suggestions would be that a Committee from this organization be selected, having definite instructions from this body, to meet in friendly manner a like committee from the various Boards of Trade where we suffer this injustice, and have this wrong righted before the new crop begins to move; and that we each and all have shipping notices or invoices printed, giving our commission men positive instructions not to let any man have the grain thereon invoiced, on what the Kansas City people call "old terms."

Sec'y E. J. Smiley read his annual report from which we take the following:

### Secretary's Annual Report.

The year 1913 will long be remembered by elevator owners and operators, as well as producers and consumers, on account of the light crop of coarse grains and the extremely high prices prevailing for all kinds of feeding stuffs. On account of the high prices prevailing, and on account of loss in transit from cars purchased on shippers affidavit of weight, point of origin, and light business generally, one would naturally conclude that our membership would have been materially reduced for the year. This, however, was not the case; on Jan. 1st, 1913, we had a membership, paid up, and in good standing, of 374 members; on Jan. 1st, 1914, we had paid up 371 members, showing a net loss of only three members.

There has been no time in years that so many important matters affecting the grain trade have been before us, as now. Bills introduced in the National Congress, as well as bills introduced and passed at the last legislature in Kansas, prompts one to ask, "whither are we drifting." We cannot take the time to enumerate, and attempt to explain the evil effect that many of the bills introduced in Congress and the state legislature will have on the grain trade.

**Fire Escape Law:** This law was enacted by the 1911 legislature immediately



Waiting for the Banquet at Kansas City, May 27, 1914.



following the disastrous Copeland Hotel fire. It applies ONLY to buildings three or more stories in height. In our judgment, very few elevators in our state are more than two stories in height. Regardless of the height of the house, there is only the dump or working floor and the floor of the Texas or cupola. In conversation with the author of this law, he stated that it was not his intention, neither did he think it was the intention of the legislature, to include country elevators within the scope of the law. Little or no effort was made by the state authorities to compel elevator owners to place these fire escapes on their houses in compliance with this law, until the past year.

The present Labor Commissioner of the state conceived the idea that country elevators might be brought within the scope of this law, and instructed his deputies to notify all elevator owners to get busy and place metal ladders on the railroad or track side of their elevators or prosecutions would follow. We believe that practically all of the members of this Ass'n refused to obey this order, and as a result no further attempt has been made to compel owners of elevators to comply with this law. We do not anticipate having any trouble in convincing the members of the next legislature that this law should be amended so as not to include country elevators.

**Feeding Stuffs Law:** A law was enacted by the last legislature concerning the manufacture and sale of commercial feeding stuffs, and we assume that it was the intention of the author of the bill to protect consumers against dishonest and unscrupulous manufacturers.

Section 3 of this law provides: "That before any manufacturer, importer, jobber, firm, Ass'n, corporation or person, shall sell, offer or expose for sale, any commercial feeding stuffs, he shall file annually for registration, with the Director of the Agricultural Experimental Station of the Kansas State Agricultural College at Manhattan, a certified copy of the statement specified in Section 2 for each brand of such commercial feeding stuffs. Said certified copy to be accompanied when the said director of the Agricultural Station shall so request by a sealed package containing at least one pound of such commercial feeding stuff, and the company or person furnishing said sample shall thereupon make affidavit that the said sample is representative and a true sample of such commercial feeding stuff offered for registration."

Section 6 provides, "That every manufacturer, who shall sell, offer or expose for sale within the state, any brand of commercial feeding stuff, shall pay to the director of the Agricultural Experiment Station, an annual registration fee of \$10.00 for each brand of commercial feeding stuff sold, offered or exposed for sale, within this state, and in case the same brand is manufactured at more plants than one, a separate registration fee shall be paid for each separate manufacturing plant."

"Provided, further, that flour mills, having the capacity to manufacture 50 bbls. or less of flour in each twenty-four hours, shall pay an annual registration fee of \$5.00 for each brand of such feeding stuff."

You will note from the reading of Section 6 of this act, that you MUST pay to the Director of the Agricultural Experimental Station at Manhattan a fee of \$10.00 for each brand of feeding stuff sold or offered

for sale. For example, if you make chop from corn and offer same for sale, you must pay a fee of \$10.00 for the privilege; a fee of \$10.00 more for making wheat into chop; a fee of \$10.00 more for making oats chop; a fee of \$10.00 more for kafir corn. Should you mix any of the above named for the convenience of your customers, you must pay for that privilege. Does the customer derive any benefit from this?

During the present season, owing to the almost total corn crop failure in this state, corn chop has been manufactured from corn shipped into the state from other states. Practically all of this corn has been inspected by an official inspector at some point in transit, and as most all of this corn was sold as No. 3 or better grade, and accompanied by an inspection certificate, the buyer or manufacturer had the right to assume that the manufactured product from these grades was in compliance with this law. It has been reported, however, that some manufacturers licensed to do business had secured an inferior grade of corn, and offered for sale chop containing actual poison content, but were protected by this license. This very law, which was enacted for the protection of the consumer, is used to protect the dishonest manufacturer. Do we need a law of this kind?

**Compulsory Grain Inspection:** This subject is not new to you as it was discussed at our last annual meeting, and at that time the Kansas legislature was in session. Early in the session a bill was drawn and introduced in the house known as House Bill No. 473. This bill was referred to the Agricultural Committee of the House, the present Chief Grain Inspector being Chairman of said Committee. This bill provided that the person appointed by the Governor as Chief Grain Inspector shall have had experience in the grain business before being eligible for appointment as Chief Grain Inspector.

The bill further provided that all assistant inspectors shall have had at least three years actual experience in the grain business, and also must pass an examination before the Chief Grain Inspector, or two members of the Grain Grading Commission, before being eligible to fill the position of Deputy Inspector. The bill further provided that a fee of 50c per car for inspection and 50c per car for weighing, regardless of the capacity of the car, should be charged. It further provided that when reinspection was called for, if the reinspection did not sustain the original inspection, there should be no extra charge for such reinspection.

This bill passed the House with only four dissenting votes, and was messaged to the Senate and there referred to the Agricultural Committee of the Senate. This Committee added some half dozen amendments. All of these amendments were agreed to, save one, and that the one vital point for which the fight has been made—WHETHER AN OWNER OF GRAIN SHALL HAVE THE RIGHT TO SAY THAT HIS GRAIN SHALL NOT BE INSPECTED IF HE EXPRESSLY AND IN WRITING, INFORMS THE DEPARTMENT THAT HE HAS SOLD BY SAMPLE OR DESTINATION TERMS, AND DOES NOT WANT IT. Before this Bill was reported back from the Agricultural Committee of the Senate, a Bill was drawn by George R. Allen, Attorney for the Grain Inspection Dept., known as the Adminis-

tration Bill, providing for Compulsory Inspection. The House refused to concur in the Senate amendment to House Bill No. 473 and the Bill was killed.

We are more firmly convinced than ever before that aside from office seekers, and job hunters, there is no demand for compulsory inspection of grain. The fact that one of the political parties of the state has inserted a plank in its platform providing for compulsory inspection of grain should tend to convince any doubting Thomas that this is a move on the part of certain politicians to make places for more job hunters and secure funds to provide for them. We are anxious to have the producer and elevator owners, who pay the bills, know what a compulsory grain inspection law may cost them. We contend that the owner of grain should have the right to say that his grain shall or shall not be inspected if he expressly, and in writing, informs the department that he has sold by sample or on destination terms, and does not want it.

If we have a compulsory inspection law, you will be COMPELLED to pay for inspection whether you desire it or not. You will be told that unless we have a compulsory inspection law, the Kansas Inspection Department will be discontinued. Do not be deceived by such statements. So long as grain inspection is in politics, the politicians will not recommend any law that will remove places for job hunters. The law is now optional and the department can be run on that basis, as it always has been. In fact, no reason has been suggested for compulsory inspection except to build up the department at the producer's expense. If it does good work, and gives fair satisfaction, it will get all of the business, but if it does not, as it has not, it is a mighty serious thing to compel us to submit to something we cannot use and don't want, simply to gratify an ambition of certain politicians. No harm can come from optional inspection; much good can. No good can come from compulsory inspection; much harm can. How do you stand on this question? At every session of the legislature for the past twelve years or more, bills have been introduced with a view of increasing the fees for inspection and weighing and increasing the number of political jobs. It is a fair fight between the inspection department, who want assurance of fees, whether they render good service or not, and the elevator owners and producers, who are willing to pay if it is good, and don't want to be forced if it is bad.

**Federal Legislation:** Numerous bills have been introduced in Congress during the present session, providing for federal inspection, federal supervision, and prohibit future trading in grain. The bill known as the McCumber Bill providing for compulsory inspection of all grain in interstate shipments was killed in the Senate by a large majority vote. The Lever Bill, or "grain grades act," is now being considered by the Agricultural Committee of the House. It appears to be the consensus of opinion that the Lever bill, providing for federal supervision of grades, will become a law, but it remains to be seen whether federal supervision of grain, approved by the Agricultural Department, will prove satisfactory.

**Delayed Reinspection at Terminals:** Section 11, Article 15 of the Rules and Regulations of the Kansas City Board of Trade provide, "Unless otherwise agreed, purchasers of commodities sold in car lots



The Board of Trade Banquet Always Swells the Attendance at Kansas City.



upon the open Board during trading hours, upon which samples are exposed, shall be deemed to have purchased by sample and grade, and a purchaser of commodities bought of members may have the cars tendered as a delivery upon such contract, sampled by an official sampler. If such sample shall appear to the purchaser to be of an inferior quality, to that of the sample and grade, upon which the purchase was made, the purchaser may notify the seller thereof, and reject the car by one o'clock P. M. of the next succeeding business day, and the purchase shall be adjusted as provided hereinafter. But, if the rejection is not so made, the purchase shall be construed to be agreed to by both parties and be final."

The rules of the Chicago Board of Trade and Merchants Exchange of St. Louis provide that whenever grain is sold in bulk, by sample, subject to examination or re-sampling by the purchaser, the purchaser must accept or reject the grain before eleven o'clock A. M. of the business day next succeeding the day of sale.

We are officially advised that the buyers, members of the Kansas City Board of Trade, refuse to abide by their rule providing that the purchaser must call for re-inspection before one o'clock on the day following date of sale, taking advantage of the words "unless otherwise agreed," thus making the exception to the rule the prevailing custom of the market.

We have always contended that the shipper is placed at an unreasonable disadvantage, when the buyers assume the privilege of reinspection when cars are placed at elevators for unloading, because as a rule, the shipper is notified of the first, or original inspection, and purchases made in the country are based on the reported grade and sale.

We further contend that the seller's responsibility should cease when inspection certificate and sample, representing the car, is furnished the buyer. Either the carrier or the buyer are responsible for this delay after grain is sold and ordered. If the carrier is at fault, he is liable for the loss, but if the purchaser is at fault because of the car being delayed after sale is made, he should not attempt to hold the shipper responsible. The buyer is on the ground, and has means of knowing whether the car is being delayed, and if the delay is caused by the neglect of the carrier, it is his duty to collect for this loss.

The shipper located far distant from the terminal market receives a communication from his representative, or in case of sale, from the buyer, that his car had arrived, graded No. 2, had been applied on contract or sold at a given price. Five, ten, fifteen, or in some instances, twenty-five days later, he receives a wire or letter reading, "On arrival of your car at the elevator, reinspection was called for and car was found to be heating and we are compelled to accept a discount of four, six or eight cents a bushel, depending on the condition of the contents of the car."

So far as I am able to learn Kansas City and Omaha are the only two markets in the country that are demanding reinspection of grain on its arrival at the elevator.

**Affiliation with National Ass'n:** At our last annual meeting a resolution prevailed that application be made to the

Grain Dealers Nat'l Ass'n for affiliation, dues to begin July 1st, 1913. As secretary, I was instructed to make application, and by resolution the membership dues of this Ass'n were advanced from \$12 to \$13 per annum, \$1.00 per capita per annum to pay the affiliation dues. Following the instructions of the convention, I made application for affiliation through the National Secretary, and our application was in due time approved by the Board of Directors. Our members were notified by bulletin of the action taken at the annual meeting, and the extra dollar due to the National was included in our semi-annual statement. Seventy-eight of our members absolutely refused to pay this one dollar, assigning as their reason that they had no desire to be affiliated with the National Ass'n. Can we afford to antagonize our own members by telling them that unless they come through with their dollar they will be suspended from membership in our Ass'n?

**Mutual Fire Insurance:** It has been suggested by several members of this Ass'n that a mutual fire insurance company be organized, composed of members of our Ass'n. We now have 371 members, owning and operating over 600 elevators in Kansas and southern Nebraska, and so far as we know, not a single loss was sustained by a member of this Ass'n during the year 1913. I am of opinion that the Kansas and southern Nebraska elevator owners are paying more than their proportion of the fire losses sustained by line and mutual companies, as we are paying losses on old plants in states east of the Mississippi river. Practically all of the Kansas elevators are new, and iron clad, making all of these risks good ones. The Western Grain Dealers Mutual Fire Insurance of Iowa report that on Jan. 1st, 1913, it had insurance in force amounting to \$2,308,618; net ledger assets same date, \$30,372.12, and losses for the year amounted to only \$7,704.11.

**In conclusion,** I have the following recommendations to offer: If you wish the law providing for placing of metal fire escapes on country elevators, and the present law, providing for the payment of a fee of \$10.00 for manufacturing chop, amended at the next session of the legislature, and are not in favor of compulsory grain inspection, see the candidates for the legislature from your several districts before the primaries and explain to them that compulsory inspection of grain is unnecessary and can result in no possible good to the producer and elevator owner and may result in much harm.

I would also recommend the appointment of a committee to confer with a like committee from the Board of Trade to consider delayed reinspections, and that this committee be advised that they will not be discharged until it accomplishes the purpose for which it was appointed, or that it gets so cold that everything freezes over.

H. G. Wilson, Transportation Com'isner Kansas City Board of Trade, in speaking on the car spotting charge said; Undoubtedly we are on the eve of a great revolution in transportation costs. Car spotting has only recently been brot forward as a separate service. For years it was looked

upon as a part of the transportation service.

The railroads applied to the I. C. Commission for an advance of 5% in their freight rates. At the hearings which followed it was reported that the railroads were losing a million dollars a day by rendering various services for which they made no charge. One of the services referred to is the spotting of cars and schedules are being filed in the East providing for this charge. Remember this charge has been suggested by the Interstate Commerce Com'ison. The placing of cars for loading and unloading has always been considered a part of the transportation and charged in the rate. Levying a special charge for this service will in reality effect an increase in the charge for transportation. The man with short hauls will pay a much heavier increase in his rate than the man with long hauls.

Our Industrial Traffic League has sent an attorney to Washington to try to obtain a suspension of spotting charges and we propose to fight it out in the East if possible. We are not likely to have the charge assessed in the West until it is established in the East. I believe we are going to have something new in the method of charging for the various services performed.

I wish to suggest that before you adjourn, you appeal to the I. C. Com. *not* to permit the establishment of a spotting charge without granting all interests a chance to be heard.

It is generally understood that cars can be switched to a public or team track without charge, but when switched to a private track the charge must be levied.

Smiley moved the appointment of a Round-up Com'ite and the following were appointed: Edgar Johnson, Everest; E. R. Smith, Joy; J. E. Andrews, Carden.

Adjourned to 8 p. m. *sharp*.

### Tuesday Evening's Session.

The Tuesday evening session was called to order at 8:05 and the Round-up Com'ite was sent out to get more members. Notwithstanding the intense heat 55 were captured and F. A. Derby, Topeka, read a paper on Delayed Reinspection of Grain at Terminal Markets from a Shipper's Standpoint, from which we take the following:



Dealers from Texas, Nebraska, Missouri and Kansas at Kansas City,

May 27.



## Delayed Reinspection at Terminal Markets.

This question has been discussed many years. In fact, it was an annual question before the "100 pounds allowed" question was settled. To many of us it may seem tiresome to continue this discussion, but the shipper's rights must be insisted upon.

To look at the shipper's side of the question, let us consider our wheat sold on the trading floor and bear in mind that it is sold for just what it appears to be from the sample at time of sale. What it may be three days or two weeks later are two different things. We know the actual interest of the shipper in a car of grain does not cease until it is unloaded and weighed, but the shipper's control of that car ceases after the car has been sold and it has been ordered to the buyer's elevator and the shipper has a right to demand rules that will safeguard his interests after the car is sold and until weights are ascertained.

We can sight many instances of shipper's loss and heavy losses, too, on account of delayed reinspection, but to do so would only prolong this discussion. We wish to consider the question as it affects the shipper to Kansas City, the rules should be the same in all terminal markets. Other terminal markets had this same question threshed out and the shipper's rights have been more fully safeguarded.

I would favor the resolution adopted by the Western Grain Dealers Ass'n at Cedar Rapids, which in substance is as follows: "we are opposed to the custom adopted whereby the buyers individually assume the right to insist on a private contract allowing for the privilege of calling for reinspection after the car has been placed at the elevator or industry for unloading, which custom is in fact contrary to the spirit of the rule of the Kansas City Board of Trade."

The rule referred to says: "Unless otherwise agreed, the purchaser of commodities sold in car-lots upon the Board during trading hours upon which samples are exposed, shall be deemed to have been purchased by sample of grade and purchaser of commodity lot of members may have the cars tendered as a delivery upon such contract, sampled by an Official sampler. If such sample shall appear to the purchaser to be of inferior quality to that of the sample and grade upon which purchase was made, the purchaser may notify the seller thereof and reject the car by 1:00 P. M. the next succeeding day and the purchase shall be adjusted as hereinafter, but if the rejection is not so made, the purchase shall be construed to be agreed to by both parties and be considered final."

Now the rule is all right except the first clause "unless otherwise agreed" and it seems that buyers on the Kansas City Board usually insist on using their privilege in this respect and insist on what is called "old terms," which terms take all privileges from owners of grain and is the cause of shipper's loss in delayed reinspection. That a buyer on the floor can insist on a private contract is of course legal but the Board of Trade rules are made, I presume, for the purpose of harmonizing interests of its members and giving its patrons ways of knowing what the conditions are

under which his grain is handled and the custom of the buyer to insist upon a private contract or "old rules" is misleading.

That grain will deteriorate very soon if slightly damp is known by all of us and if a car of damp grain is sold on the floor the buyer knows if he has a fair sample and if he has not, the country shipper is not to blame. If the car contains damp grain the buyer should have an interest that this car should be handled immediately. That a large number of cars are ahead of it at buyers' elevator is no reason why the shipper should stand the loss.

In the absence of Edw. M. Kelly, who met with an accident, Geo. H. Davis of Kansas City was called upon to tell of the Delayed Reinspection from the Commission Man's Standpoint. He said: We will be very glad to have this question settled for all time in behalf of the shipper. It is very annoying to sell a car for a shipper and have it all settled but the payment of the money and then have the buyer come around and kick on the grade. We try to save our shipper and protect him against loss. If shippers would instruct commission merchants to sell grain only on "new terms," and if they wud accept a bid only on "new terms" all would avoid delayed reinspections. The remedy is in the shippers' hands. Last year out of 23,430 cars inspected on the Kansas side, only 75 of the cars appealed were graded lower. The loss to the shipper is not great. It is my opinion that the railroads are responsible to the shipper for the deterioration of the grain due to its delay. True, the percentage of cars graded lower upon arrival at elevator might be larger in average years.

The commission merchants have tried to amend the rules several times, but failed by a narrow margin. If 75% of the shippers wud refuse to sell or permit the sale of their grain on "new terms" the "old terms" would soon be abandoned. I am not friendly to the old terms. I am just telling you of conditions as they exist.

Sec'y Geo. A. Wells, Des Moines: Iowa corn is not always good corn and we would be glad to have a time set for the shipper to know what he is to receive for his grain. The shipper is too long kept in suspense. When he receives first report of the sale of his corn he buys from farmer on that basis. Naturally he is much disappointed when upon a delayed reinspection his grain is graded down.

Many members of the Kansas City Board of Trade are ignoring the rules of the Board and placing in their bids and

confirmations a clause which makes a contract at variance with the rule of the Board reinspection.

Wm. Murphy: The suggestion of Mr. Davis presents a practical solution of this trouble.

Sec'y Smiley moved the appointment of a com'te of three to confer with a like com'te from the Board of Trade and to keep at work on the matter until the trouble is settled satisfactorily.

The President appointed as a Com'te on Resolutions—F. D. Sperry, Ellsworth; C. O. Hugas, Norway; J. A. Lyons, Langdon; L. H. Woodhouse, Lancaster, and Paul Bossemeyer, Superior.

Adjourned to Wednesday 2 p. m.

## Wednesday Afternoon Session.

The President called the Wednesday session to order at 2:35 p. m. and introduced Geo. B. Ross, Chief Grain Inspector of Kansas, who brot a message of optimism and cheer from the great Sunflower state. He said:

## The Kansas Inspection Dept.

On the last day of June, 1913, while attending a State School Book Commission meeting, Governor Hodges called me into his office and said in about so many words, "Ross, I want you to take charge of the State Grain Inspection Department." This was a surprise to me, as I had never asked for, nor expected, an appointment of any kind. From what I had heard of the trials and troubles of the Kansas Inspection Department, it looked to me as tho the Governor had some grievance against me and was planning to get even by putting me at the head of a department that was in bad repute—having no law back of it, no appropriation in front of it, and seemingly friendless.

With considerable hesitancy and reluctance, I accepted the appointment and will say that the ten months time I have given to this department has not only been a work of considerable satisfaction and pleasure, but also a great education to me; and today I am more firmly convinced than ever that Kansas should and will take entire charge of the grain inspection in Kansas. We all admit that Kansas must have an inspection department. Then, why not every one get behind and help to make it one of the best in the land—help to make it what it should be?

We are not here defending this Department in its past work. We leave that for the parties who had control of it at that time. We are here defending only the present management—and willing and ready to answer any charges or complaints against it, and assure you that we will gladly correct them if possible. Frequently I see articles in the different grain journals, also the newspapers, written by enemies of this department, condemning the department as a political machine. These charges, if ap-



Some More Believers in the Big Prospect at Kansas City, May 27.



plied to the past history of the department, I am satisfied are true; but, if intended for the present management, we emphatically deny them, as our appointments and employes now on the department will prove such charges to be false.

It is true the old files in our office containing recommendations and endorsements of applicants for positions on this department were almost without exception wholly of a political nature, running about as follows:

"RECOMMENDATION FOR JOHN SMITH."

"Mr. John Smith has been a faithful worker in his precinct, always working hard to get out a full party vote. I have never known him to bolt or scratch a ticket. He has never asked for any reward until now. I do certainly hope you can make the appointment, as it will materially help our party in this locality."

(Signed) "Yours for political success,"

"JOHN JONES."

As to appointments since we took charge of this department, they have been about equally made from the different parties, and today more than one-half our deputy inspectors are from the opposite political party—a condition that never before existed in the history of this department, as our records show that none but members of the party in power at that time were given appointments. Records in our office also show that employees at all the different inspection points were assessed and made to pay into a campaign fund, raising from this department alone more than \$800 for campaign purposes. Such assessments or requirements are not even mentioned or that of under the present management.

The present requirements for a position in this department as deputy inspector are of an entirely different nature. First of all, he must be a competent grain judge, a gentleman of honor, honesty and sobriety; and while we are at the head of this department applicants without the above qualifications need not apply.

**Compulsory Inspection:** We are not now, nor have we at any time, advocated compulsory inspection in the sense that it is being put up to the grain interests of Kansas by our opponents. They would lead you to believe that the grain interests of Kansas would be ruined, that every load of grain would receive from one to five inspections and weights and that the expense would be enormous, that deputy inspectors would be placed at all mills and elevators. They would then cite you to the unsatisfactory service received from the department years ago when we shipped our grain to a market where we always expected and did receive a notice of 5 to 25 bushels shortage per car, besides a dock of 100 lbs. which no one seemed willing to explain or able to excuse.

To be plain and yet honest and fair to all concerned, the principal point for which we are contending is the business at Kansas City, Kan., which in justice rightfully belongs to us. We want to prove to you that we can give you as good, or better, service, and at less expense, than you are now paying for such service. The work of the last ten months has proven beyond a shadow of doubt that the above mentioned services and advantages can be given.

It is neither just or fair to other Kansas markets where state inspection is maintained to require them to pay a fee large enough to maintain this Department and then let a large part of grain be inspected by a city just outside our state, compelling us to keep up two and sometimes three inspection departments, as I am informed that a large per cent of our grain shipped from Kansas is inspected and weighed by the Missouri State Inspection Department after being inspected and weighed by the Kansas City Board of Trade Department.

The Missouri State Inspection law prohibits the Board of Trade Inspection Department from inspecting a car of their grain, proving that the state of Missouri is competent to do, and does do, its own business. Altho the Board of Trade Inspection Department is located in their own state it is not allowed to inspect any of their shipments, showing to you that the Board of Trade Department is practically maintained on fees from a business that rightfully belongs to our state.

Such humiliation for Kansas is more than unreasonable. It is absurd. We need not submit to such injustice. We should not submit to it. Loyalty to Kansas is my plea. I exhort every one of you to awake to the situation; to determine to right the wrong; to help us make a law that will build up an inspection department that will issue certificates of inspection with the great state of Kansas behind them—certificates that will be good in any state.

Especially with Federal supervision, which I heartily endorse, combined with such a state law and such an inspection department, Kansas—the greatest winter wheat growing state in the Union—will take her rightful place at the head of other states. I have an abiding faith in the loyalty of the citizenship of Kansas to better these conditions.

A. R. Ware, Chief Inspector of the K. C. Board of Trade, in dealing with some of the Troubles of a Grain Inspector, said: "Our troubles have been very few.

"If you have any kicks on our weights let me know." Mr. Ware read complaints filed in 1913 against the work of the Board of Trade dept. and the withdrawal of the complaints. He said

### Variations in Moisture Tests.

Mistakes will happen. Difference in opinion will always exist, as well as variation in moisture test. Mistakes are not confined to one locality. They can happen at the country elevator in loading the grain, as well as in sampling and inspecting of same at terminal market.

I am pleased to state that considering the volume of business handled by the K. C. Board of Trade Department, our troubles have been very few and I wish to thank the grain dealers for their appreciation shown in our efforts to give satisfaction, and to see that their interests were fully protected.

The condition this year has been different than in many years, particularly so with corn. Points that in previous years have shipped corn to K. C. this year have received from Kansas City. This has brought a few complaints, a few of which are due to the fact that purchaser has not been familiar with the requirements of grade he might have purchased.

In several cases we have submitted samples of corn inspected in this market, sent us by parties purchasing, to the Government for its analysis in order that we might make clear the fact that our inspections have been correct.

If you were shipping this corn to Kansas City, we would see that your interests were just as fully protected.

Relative to Federal Corn Grades, effective July first, I find a variation in moisture test of at least .3 of 1%. My idea is—that where this variation would change the grade, to disregard the .3 of 1% and working on a basis of 15.5% for No. 2 corn with a moisture test of 15.8%, providing the quality will permit, to issue a certificate for 15.5%, grading the corn No. 2. In this way the moisture test will not show anything between 15.5% and 15.9%, the same with the other grades.

We have made a great many check tests both in this Department and with the Government Laboratory at Kansas City, and find at least .3 of 1% variation.

It has been my experience to sample and test a car, say yesterday, 15.8% and again to-day with a test of 15.5%. So if this said .3 of 1% is disregarded the car will have the benefit of the doubt and receive the proper grade.

On the other hand, had the first test stood as final, a car of No. 2 corn would be graded No. 3.

Sec'y Wells asked if a tolerance of 1/10 of one per cent of moisture in corn grades would not result in too much indefiniteness.

Mr. Ware: The Government admits a variation of 3/10 of one per cent in the moisture. It is there and we cannot get away from it.

Mr. Wells: If the inspector is allowed 15.8%, the tolerance would permit him to pass 16.1%.

Mr. Ware: If the Federal rules go into effect as they have been promulgated, the trade will experience much trouble and correspondence.

E. R. Smith of Joy read a paper on the Approximate Cost of Handling Grain thru Country Elevators. From it we take the following:

### Cost of Handling Grain Through Country Elevators.

An actual knowledge of cost is the key-stone to the whole structure of successful

business administration. If this is true in manufacturing, it is also true in any line or activity where the business is subject to profit and loss. This is an era of high cost and high living. Many elevator owners and operators continue to do business as business was transacted fifteen and twenty years ago. We contend that the handling of grain in country elevators should always be on a cash basis. I mean by that, the elimination of all speculation as to whether the market will advance to a point to enable you to get out a bunch of wheat on which you have over-bid your competitors.

Now is the time to get down to business principles and be face to face with this important question: What margin must I take on corn, wheat and oats to insure a reasonable compensation for the investment, and the hazard incidental to the business? The question follows how can I come to any conclusion as to what margin of profit I should have unless first I know the cost of doing business. What are costs?

Cost in its broadest sense would be all that is expended. Revenue, all that is received for that which was sold, and the difference is either a profit or a loss. That is the old honored form, and I daresay, some of you are practicing it at this very moment. Two important factors to contend with in the grain business are expenses and losses—losses pure and simple. You ask the average elevator man what margin of profit he is securing and nine out of ten will tell you two cents per bushel on corn and oats, and three cents per bushel on wheat—this is gross margin.

How are we to determine the actual cost of handling grain? Let us take for an example an elevator building handling 100,000 bus. of grain per annum, 50,000 bus. of wheat, and 50,000 bus. of corn or oats. The gross profit at three cents per bushel on the 50,000 bus. would amount to \$1,500; the gross profit on 50,000 bus. of corn and oats at two cents per bushel, would amount to \$1,000, or a total of \$2,500 gross profit. Now what are your expenses? Labor, insurance, interest on investment, taxes, depreciation, supplies, both for office and elevator, power, telegraph and telephone, traveling expense, and weight and inspection charges at terminals. We believe that the average value of an elevator equipped for handling 100,000 bus. of different kinds of grain per annum to be \$5,000. Interest on this investment at six percent per annum

would amount to . . . . .	\$, 300.00
Interest on \$5,000 additional capital necessary to conduct the business at 6% . . . . .	300.00
Depreciation in value of plant per annum 10% . . . . .	500.00
Salary account, including helper four months out of year . . . . .	1,200.00
Insurance and taxes . . . . .	125.00
Telephone, telegraph, stationery and other incidentals . . . . .	50.00
Gasoline . . . . .	80.00

Or a total of . . . . . \$2,555.00

Is there anything else to come out of this two and three cents per bushel margin? Yes, the worst is yet to come. What is it? Elevator shrinkage, terminal shrinkage and failure to grade. We can only approximate what this loss would amount to. We think, however, that we are safe in saying that the average loss from the wagon scale to the destination is at least one-half of one percent. One-half of one percent of 50,000 bus. of wheat would amount to 250 bus.; we will say at seventy-five cents per bushel, would amount to \$187.50; one-half of one percent deduction on 50,000 bus. of corn would amount to 250 bus.; we will say at forty cents per bushel, would amount to \$100, or a total of \$2,842.50, charged to expense while your gross profits at two and three cents per bushel amount to only \$2,500. This shows a loss of \$342.50. This may come as a surprise to some, but is there any one present who can take exceptions to the figures named in this statement? Is it not a fact that we have been rather conservative in our estimate of expense? We are forced to the conclusion that a large proportion of elevator owners and operators, both individual owners, and corporation owners, have never really taken the time or gone to the trouble to ascertain the actual cost of handling grain.

Unless this is done, there is just one result, and that is failure. I am very sure no line of business, where the hazard is as great, is handled on as small a margin of profit, as the grain business in Kansas today. I should like very much to have this question discussed at this time in order to secure an opinion of others.



F. D. Sperry: I think the shrinkage allowed is too small. It is not less than 1½%.

Mr. Smith: My shrinkage is 1%.

Mr. Law, Osborn: Last year we handled over 300,000 bus. and it cost us 2 cts. to handle it thru the elevator.

Mr. Chamberlain, Beverly: It costs me 2 cts. to handle grain thru my elevator. To make a reasonable profit on the grain, I need 5 cts. per bushel.

F. A. Derby, Topeka: I wud like to know what the dealers charge off each year for depreciation of plant?

Some admitted they had overlooked depreciation.

F. D. Sperry, Ellsworth: I have some figures here taken from a farmers elevator which handles 100,000 bus. a year. Manager, \$900; helper, \$300; shortage, \$700; gasoline, \$75; office supplies, \$50; insurance and taxes, \$120; interest, \$400. Total, \$2,545. Several elevators I know of handle the above amount at a cost of 2½ to 2¾ cts. per bushel.

Prof. L. A. Fitz, Manhattan, Kan., addressed the meeting on the Kansas Feedingstuffs Law: We wud welcome the transfer of the work to some other state dept. We did not seek it. If the work was paid for by a state appropriation instead of by fees, our work wud be reduced 90%.

The exemption of cotton seed products is not fair. The law shud be changed.

The licenses for corn chop mills is based upon their capacity to produce chops not upon what they actually produce.

Kansas has at least one mill which grinds corn cobs very fine and sifts it so as to separate the red fluff from the white. It was mixing this with wheat screenings and selling it as a pure corn chop. We stopped the practice and relieved you of that kind of competition. We have to enforce the law as we find it. If you want it changed go to the Legislature.

F. D. Sperry: The tax on the small chop mill which is run principally for the convenience of the farmer, put them out of business. They could not earn the tax.

R. A. Braik, Erie: I bot some chop and submitted a sample containing sand to the Agri. College. They sent a man to our

place and we were asked not to dispose of the chop until we heard from the state authorities. Finally the stuff was passed and we were permitted to dispose of it, but in the meantime the market was off 11 cts. per hundred and we had lost trade. Have we any recourse for our loss?

Prof. Fitz: Some mills have been running their wheat screenings into their chops and thus get some sand into their chops.

C. O. Hugas, Norway: I do not see how this tax can be compared with the horse thief. The state levies no license fee upon horse raisers. I think you are taxing the little fellows who obey the law. Why not punish the law-breakers? Other offenders are fined and punished. We are fined if we wish the privilege of obeying the law.

James Robinson, Potter, read a paper on the Feedstuffs Law from which we take the following:

## Is the Feedstuffs Law Necessary?

A standing joke at Manhattan, Kan., supported by the state of Kansas is known as the State Agricultural College, the alleged object of which is to promulgate the science of agriculture from a scientific and political standpoint.

In addition to politically and scientifically promulgating the agricultural sciences, an additional task is placed upon this standing joke, and that is the exalted office of chief watch dog for the State of Kansas relative to the purification of commercial feeding stuffs and the exacting of even and accurate weights to the consumer. For this the State of Kansas through its chief watch dog exacts from the manufacturer and indirectly from the consumer the sum of \$10.00 from the small manufacturer for each kind of feeding stuff manufactured, and \$5.00 from the larger concerns from the time the manufacturer makes application until the 30th of the following June. If he makes application on June 15th or June 29th the manufacturer is not granted privilege of paying the pro rata of the year's fees until the time the registration expires.

The law is not only unnecessary but unjust, unscrupulous, libelous and savors of a suspicious and misguided Legislature.

It would be fully as reasonable and just to enact a law compelling every man in business in the State of Kansas to register an evidence of his good moral character with fees thereto attached, guaranteeing that he will allow no product foreign to the State of Kansas, usually containing 23 ounces to the quart and invariably sold by the dozen, case or barrel to enter into his stock in trade though he may have previously established his identity as among

the rank and file of the principles of Temperance or even as among the rankest Prohibitionists.

There may be men or firms who adulterate feeding stuffs. For them a law should be enacted with a penalty of a jail sentence and fine sufficiently large to make the business hazardous and unprofitable. To impose a tax on the country grain dealer who has a small chop mill for the accommodation of his patrons and who sells a few hundred pounds a day of pure corn chop made from his corn in stock; to compel him to register at a cost of ten dollars a year or fraction of a year; to have his product analyzed at his cost every time that in his opinion the quality of the corn may vary, and compel him to buy tags and tag the pile in the corner and place a tag on every package of chop leaving his place of business, with a guarantee that it contains a given percent of protein, fat and crude fiber, when he is obliged, as he has been for the last six or seven months to buy his corn from Iowa, Minnesota or the Dakotas, when there is nothing exacted from the Northern shipper as to the chemical analysis of his corn from which the Kansas law exacts a product of standard uniformity, is unreasonable and unfair.

The law is a rank injustice to the small manufacturer. It is unnecessary and not in the best interests of the consuming public: First, because it taxes the small dealer and manufacturer who sells but a few hundred pounds a day more than it taxes the flour mill with a capacity of 50 barrels of flour a day and one thousand barrels of chop or other corn products.

Second: It serves as a guard rail for the large manufacturer who has a desire to make a dishonest product and is equipped to adulterate his product under the guise of the pure feed stuffs law. The state of Kansas pays little attention to what is being done after the maker has put up his ten dollars.

Third: If the small dealer has an order from one of his customers for a bushel of corn ground with a like amount of oats for some special purpose, he must first have authority from the State of Kansas at a cost of ten dollars with a chemical analysis and tag extra. If he grinds them separate, he must pay ten dollars each with the accompanying trimmings and use special care that the two shall not get mixed, otherwise a third ten dollars with trimmings will be necessary, guaranteeing per cent of protein, fat and crude fiber of each.

The present law should be repealed and a law enacted by the next legislature, imposing a punishment for the adulterating of commercial feeding stuffs and compelling each manufacturer to state the ingredients used in the manufacture of the feed, and the amounts of each if the feed be mixed. The punishment, in case the feed in the original package shall be found to contain other than that guaranteed by the maker, should be plainly stated. A charge should not be imposed for the privilege of doing business.



Dealers at Kansas City May 27. Sec'y Smiley Has the Corner.



Many small dealers have gone out of the business, grinding only the grain furnished or bought by the consumer, the writer being one, rather than to submit to the present method of graft sanctioned by the State of Kansas, too rank, for the memorable John Dawson, the State's Attorney of Prohibition fame to handle, and handed to the executive department of the joke at Manhattan.

A rapid fire discussion of this state-wide graft should be held by our members and a resolution passed condemning the present law, requesting that it be repealed at the coming Legislature and a law enacted granting protection against the unscrupulous maker or seller of commercial feeds, providing full protection to the consumer against the mixing of foreign substances of cheaper value under the guise of a pure commodity, and granting the manufacturer protection against the ravages of the legally authorized grafters that bleed the overburdened country grain dealer and chop feed manufacturer, as is being done in the State at present.

The writer who does business in the brush in a small town up in Atchison Co. has observed at one shipment unloaded, eight cases containing 23 ounces to the quart and manufactured outside of the State of Kansas, upon which the State had made no inquiry as to exact weights, protein, fats or crude fiber, but the writer has been kindly asked to donate \$10.00 to start the manufacture of a few hundred pounds a day of corn chop for a period of less than sixty days.

To knock upon the integrity of the Manhattan Agricultural College is farthest from my desire, but I have been unauthentically informed that on samples of corn chop sent to the College, the percent of protein, fats and crude fiber were returned to the sender the day before the sample could have reached the institution. In one case, unauthentically reported, the manufacturer forgot to mail the sample of chop with the remittance of \$10.00 but promptly got his analysis by return mail.

Fellow grain dealers, it is not my desire to enlist politics in the conduct of my business, but it is high time for us to assert ourselves. It is within our power and province to pledge the many candidates for the coming Legislature, to enact laws that will protect us against the ravages of the State-wide graft that has been bleeding the honest manufacturer of commercial feeding stuffs.

Geo. A. Wells, Sec'y of the Western Mutual Fire Ins. Ass'n, was asked to tell the dealers about mutual insurance. He read a paper from which we take the following:

### Mutual Insurance.

Mutual fire insurance is a simple and practical business proposition, which if conducted properly is absolutely safe and will save money for policy holders, not only in providing insurance at low cost, but also in affecting the lower rates and more favorable terms by other insurance companies.

It is my opinion that mutual insurance is most successful when specialized in particular lines of business, such as the grain business and the writing of such insurance done by an insurance association that is an auxiliary of a trade organization of the dealers engaged in that particular line of business.

I am secretary of the Western Grain Dealers Ass'n and also secretary of the Western Grain Dealers Mutual Fire Insurance Ass'n, both of these organizations being separately incorporated under the laws of the state of Iowa, the former having been in existence fourteen years and the latter seven years. I have been secretary of both since first organized and have found the combination to be extremely advantageous.

Having the two organizations, we are able to keep a general traveling representative on the road continually, thus dividing the expense account between the two associations. In our experience each organization materially strengthens the other in different ways that I think are quite obvious without going into detail.

The insurance laws of the different states differ materially in the regulation of the insurance business. Some states aim to prevent the accumulation of large surplus by mutual insurance companies while other states require mutuals to maintain a surplus and reserve equal to what is required as capital stock and reserve of old line insurance companies. Thus, on that account and also because of the non-reciprocal statutes of several of the states, it is practically impossible for a state mutual having

less than \$100,000 of reserve funds, to do business outside of the state of which it is a resident.

There are, however, certain large mutual insurance companies who, because of the large volume of business, have accumulated a cash reserve and surplus above \$100,000, and such insurance companies are thus able to meet such statute requirement to become admitted and authorized to do business in such states.

There is practically no uniformity in the insurance statutes of the different states and the laws are inconsistent in some respects to the detriment of the general good and it is apparent that some of the provisions of these statutes are viciously inspired by the larger insurance interests.

A mutual insurance ass'n, writing a small volume of business, and conducting its work with a low expense ratio having less than \$100,000 of reserve funds may, if conservatively managed, provide just as safe insurance as the larger mutual insurance ass'n whose business is scattered far and wide, where in some localities the expense is altogether out of proportion to the amount of insurance written.

The point that I wish to emphasize in this connection, is that mutual insurance written in specialized lines in connection with the trade organization of such particular line has an advantage over the larger insurance association in keeping more closely informed as to the physical and moral hazards and may inspire a larger feeling of interest among the policy holders in preventing fire losses.

Mutual insurance should be written in a manner that is equitable between policy holders. There should be no discrimination in rates except to meet the different hazardous conditions and no mutual fire insurance ass'n should make rates competitively but depend absolutely upon the final cost of the insurance to stand in competition with rates quoted by other insurance companies. I have given considerable attention to the methods of different mutual insurance companies and have observed that making rates in competition with old line insurance companies results in the elimination of dividends and discrimination among its members.

If a mutual insurance company would consistently establish a good line of business and write reasonable limits of insurance per risk, it is absolutely necessary to accumulate a reserve and surplus because fire losses do not occur at regular intervals but come in bunches, and it is necessary to have sufficient funds on hand to get over the high places without making special assessments.

The Western Grain Dealers Mutual Fire Insurance Ass'n writes annual term insurance at a basis rate that is arbitrarily fixed by a schedule provided by the Board of Directors which names rates for each of the different hazardous conditions, avoiding technicalities so far as possible.

We collect one annual cash premium at the basis rate in advance and at the end of the policy year, return a dividend in cash or credit the amount on the next annual advance assessment. All of our annual term insurance is written for five year terms but policies may be cancelled at any time by giving a few days notice as provided in the By-Laws.

The experience of mutual insurance companies writing elevator and grain insurance provides a very reliable information as to the cost of conducting such insurance business and in organizing an association, it would be well to investigate the experience of the smaller grain dealers mutual fire insurance ass'ns and thus determine the basis rate to be adopted and the dividend to be anticipated and in doing this, it is very essential to consider the average results for at least five or seven years.

Adjourned to Thursday afternoon.

### The Banquet.

The real attractive event of the convention was the beef dinner tendered the visiting dealers by the Kansas City Board of Trade, Wednesday evening, in the banquet hall of the Coates House. About 350 dealers with their wives and sweethearts sat down to tables laden with flowers and relishes.

After the cigars were lighted, Toastmaster W. C. Goffe announced that one of the departures of the evening would be that all could enjoy the evening without getting cold feet as none would be called on for a speech. [Several orators left the room.]

The Dinkoville Quartet led the audience in singing popular airs.

Miss Cutler favored the dealers with sweet melodies.

Doc Bird gave a chalk talk on Bulling the Market and depicted the great and near great in the audience with crayon.

Edison's latest talking machine demonstrated the superior quality of its music.

Toastmaster Goffe read crop reports from Belleville, Ill., and Joyville, Kan., from Li Likell. Everything was killed but his auditors only smiled.

Grain dealers' new arbitration clause. Packey McFarland and Charlie White, the original lightweight boxers and wrestlers, interested the dealers for half an hour.

### Thursday Afternoon Session.

The last session was called to order by the President at 2:20 with 26 in attendance at the opening, but this number was soon increased to 50.

The Secretary read his financial report. It follows:

#### FINANCIAL STATEMENT.

##### RECEIPTS.

Bal. on hand Jan. 1st, 1913.....	\$ 397.57
Membership fees .....	350.00
Advertising and directories .....	510.00
Dues—\$4,716.00—less exchange of \$15.20 .....	4,700.80
	<u>\$5,958.37</u>

##### DISBURSEMENTS.

Rent .....	\$ 224.00
Printing .....	404.40
Attorney fees .....	59.50
Incidentals, telephone, telegraph, etc. ....	86.64
Office supplies .....	31.70
Postage .....	220.00
Officers expenses .....	20.00
Stenographer .....	619.50
Semi-annual dues to National Ass'n .....	167.50
Secretary's traveling expenses....	564.40
Secretary's salary .....	3,000.00
	<u>\$5,397.64</u>
Bal. on hand Jan. 1st, 1914.....	560.73
	<u>\$5,958.37</u>

The Auditing Comite's report was read and accepted.

W. S. Washer of the Arbitration Comite called upon Mr. Derby to explain a couple of causes of trade disputes.

F. A. Derby: Many trade differences arise because telephone trades are not confirmed in writing. You can avoid much trouble by confirming promptly.

The trade rules in force in the principal markets are frequently ignored, especially those relating to shipping instructions. It should be made clear to railroad agent who is to be notified of shipment's arrival.

Mr. Washer: Most of the cases coming before your Arbitration Comite are due to a lack of knowledge of all the terms of the contract. The conditions confronting our trade the past year have been unusual and we have had new troubles to meet. I doubt if trade rules could be drafted to meet all the abnormal features of a crop which reverses the course of trade. Telephone trades shud be confirmed in writing immediately.

M. H. Starr, Scale Inspector for the Ass'n, reported on the work of his department.

The President appointed as a Standing Comite on Delayed Reinspection: E. J. Smiley, J. Robinson, Potter and J. B. Huff, Wichita.

F. D. Sperry of the Comite on Resolutions reported the following resolutions which were adopted:



## Resolutions.

**Spotting Charge:** We are opposed to any charge by the railroads for spotting cars or other services that have been performed free as a part of transportation. Believing such services should be covered by the transportation charges.

**Reinspection within 24 hrs.:** We are opposed to reinspection of grain unless called for and reinspected within twenty-four hours of the original inspection.

**Arbitration Fees:** Resolved, that Rule IV be amended to provide for the payment of \$10 instead of \$5 as arbitration fees.

**Lever Bill:** We are in favor of Federal Supervision of Grain inspection and favor the Lever bill as amended now before Congress.

**Compulsory Inspection:** We are opposed to compulsory inspection of grain.

**Double Inspection:** We are opposed to a double inspection, that is, inspection by both state and Board of Trade.

**Feedstuffs Law:** We are opposed to the present Kansas Feeding Stuffs Law, believing that a law should be passed prohibiting the sale of harmful feedingstuffs and requiring all feeds to be properly tagged showing its contents and feeding value, and we favor the punishment of violators of the law in the same manner that other laws of the state are punished.

**Thanks:** Resolved: That this association expresses its appreciation of the manner in which the Kansas City Board of Trade and its individual members have entertained us during our stay in their city.

**Date Annual Meeting:** We recommend that the date of the annual meeting be set for the first week in April.

**Fire Escapes:** We do not believe that fire escapes are necessary or beneficial on country elevators and that the country elevators should not be considered three story buildings.

**Futures:** We favor legalized trading in futures, believing that it secures a better market and brings the producer better returns for his grain.

**Car Shortage:** Inasmuch as in the past we have had severe car shortages with only about half as much grain in sight as now, therefore be it:

Resolved that a committee of three be appointed by the Sect'y, to begin at once to investigate the car shortage problem and do all they can to help avoid a severe car shortage.

**Telephone Trades:** We earnestly urge every member of the association to promptly confirm all telephone trades at once either by wire or letter.

**Telephone Rates:** Inasmuch as fully 90% of the grain business is transacted over the Long Distance telephones and rates for service are excessive, especially the charge for over three minutes time:

Resolved that a committee of three be appointed to be known as the telephone committee to secure better rates and better service and that said committee be instructed to employ an attorney to assist them in the matter if they think necessary.

We recommend that Mr. H. L. Strong be appointed chairman of this committee on account of his familiarity with the situation.

We recommend that the President, Secretary and Board of Directors of this association act as a committee to secure the passage of laws and conferences to carry out these resolutions.

F. A. Derby: I move that the names of the 78 members who refuse to pay our affiliated dues to the National Ass'n be withheld from the National Ass'n. Carried.

The election of officers resulted in the selection of A. H. Bennett, Topeka, president; C. A. Wallingford, Ashland, vice-president; E. J. Smiley, Topeka, secretary.

Directors: 1st district, C. B. Tripp, Centralia; 2nd, F. W. Gaunt, Alton; 3rd, R. A. Braik, Erie; 4th, C. D. Jennings, Bucklin; Paul Bossmeyer, Superior, Nebr.; O. P. Ellis.

Adjourned *sine die*.

## Convention Notes.

J. C. Burks of Langenberg Bros. & Co. was the only St. Louis man in evidence.

R. C. Jordan, Supt. of Elevators, and W. L. Richeson, Chief Grain Inspector and Weighmaster of New Orleans, also attended.

Identification Badges were furnished by Grain Dealers Fire Insurance Co. of Indianapolis.

It was so hot that Mr. McGowan just took off his coat and wished to be transplanted to cool Panama.

W. H. Wenholz of Burrell Eng. & Const. Co., Chicago, and A. F. Roberts, Sabetha, were after contracts for new elevators.

Chief Inspector A. R. Ware of the K. C. Board of Trade, exhibited minimum quality samples of the new Federal grades of corn.

The Crop Killers' Union must have made some impression on the railroad men, judging from the number (2) in attendance. All busy stealing empties.

Topeka was represented by A. H. Bennett; F. A. Derby of the Derby Grain Co.; F. E. Goodrich; J. B. Nicholson; and G. B. Ross, Chief Grain Inspector of Kansas.

Missouri dealers who attended were: J. W. Boyd, Joplin; A. C. Muench, St. Joseph; Harvey Reed, Drexel; A. G. Sullivan, Nevada; and F. R. Warrick, St. Joseph.

The visiting ladies were tendered a luncheon at the Evanston Golf Club, after which they were shown the city, in automobiles, as guests of the Kansas City Board of Trade.

Supply men in attendance were W. C. Peak; H. C. Draver, H. W. Sterling of Avery Scale Co.; F. E. Dorsey, S. Howes Co.; and F. J. Murphy, of Invincible Grain Cleaner Co.

Oklahoma dealers attending: F. D. and W. S. Grubb and J. H. Shaw, Enid; F. R. Linton, Chickasha; F. Y. O'Bannon, Claremore; P. V. Sutton, Vinita; and W. H. Witcraft, Pawnee.

Setting the time for the annual meeting the first week in April when country dealers are not so busy will surely result in a larger attendance. It will also be pleasanter in the convention hall.

C. R. McCotter, F. S. Rexford and J. T. Peterson of the Grain Dealers' Fire Insurance Co., and R. G. Shaw, of the So. West. Agency of the flour mill mutuals, were the insurance men in attendance.

Souvenirs distributed were pencils by the Avery Scale Co., B. C. Christopher & Co., Vanderslice-Lynds Co., and the Hinds Grain Co. Freight Tables on Celluloid by Moore-Lawless Grain Co., Magnetic Tops by Morrison Grain Co., String Cutting Puzzle by Croysdale Grain Co., and Spike Puzzles by Goffe & Carkener, and Match Cases by Mensendieck Grain Co., and the B. Strong Grain & Coal Co.

Nebraska dealers included M. Asmus, Hastings; Paul Bossemeyer, Superior; T. M. Buckridge, Brock; A. G. Burruss, Belvidere; O. P. Ellis, Ayr; J. A. Harvey, Liberty; E. W. Hepler, Stratton; C. E. Hill, Hastings; A. E. Hockman, Fairfield; Elliott Lowe, Lincoln; L. H. Metzger, Crete; R. F. Miller, Ellis; S. J. Owens, Hastings; C. L. Scholl, Lincoln; C. R. Sexson, Hastings; M. J. Stoetzel, Roseland; J. R. Wilson, Pickrell.

**Kansas Dealers in Attendance:** D. Adams, Everest; P. N. Allin, Coffeyville; J. E. Andrews, Carden; D. W. Becker, Meriden; F. L. Bedell, Rosedale; Jno. Bicklen, Cedar Bluffs; J. M. Black, Lebo; C. H. Blank, Atchison; C. F. Blauer, Speed; I. H. Blood, Wichita; J. Botts, Scandia; W. Bower, Ramona; A. A. Bradley, Harlan; R. A. Braik, Erie; J. H. Brown, Willis; F. J. Byrnes, St. Marys. F. H. Callen, Netawaka; C. B. Casebier, McLouth; W. A. Chain, Abilene; M. Chamberlain, Beverly; T. J. Click, Viliets;

David Coleman, Denison; F. B. Conner, Circleville; Geo. Craven, Summerfield; J. F. Denton, So. Mound; H. B. Dougan, Perry; J. H. Dougan, Topeka; W. C. Evans, Sawyer.

E. A. Fulcomer, Belleville; T. A. Fitz, St. Agri. Col., Manhattan; G. A. Forsee, Falun; J. F. Futhey, Deerfield; C. A. Geiger, Robinson; Frank Geoffroy, Abilene; F. W. Grant, Alton.

F. W. Hall, Hoyt; J. C. Haines, Augusta; C. M. Hane, Broughton; Geo. B. Harper, Silver Lake; John Hayes, Winfield; F. E. & E. Hipple, Hutchinson; J. A. Hughes, Culver; C. O. Hugos, Norway; S. E. Hunt, Wellsville; Geo. W. Huscher, Concordia; S. A. Hutchison, Strawn.

C. M. Isom, Lebanon; J. Jacobson, Formosa; F. A. James, Burden; A. O. Kendall, Ozawki; C. D. Kinnear, Powhattan; I. B. Kirkpatrick, Oswego; A. C. Klauermann, Cuba; E. W. Koeneke, Bremen; L. H. Kimmel, Oskaloosa; L. H. Kueker, Niles; A. H. Ling, Jetmore; E. Lewerenz, Lincolnville; G. O. Llewellyn, Englewood; G. E. Liggett, Baldwin; R. A. Lough, Osborne; J. A. Lyons, Langdon.

J. N. McKinney, Baldwin; C. D. Marshall, Clifton; John McManis, Goffs; J. D. Mead, Ft. Scott; W. H. Mikesell, Rydal; F. Montgomery, Stockton; C. H. Morgan, Louisburg; G. W. Myers, Price; J. W. O'Connor, Hartford; J. W. Pinkerton, Clay Center; C. A. Polson, Hewins; L. M. Pratt, Wetmore; Louis Puderbaugh, Ozawki.

H. B. Ragan, McLouth; John Rawlins, Winfield; C. E. Robinson, Salina; James Robinson, Potter; W. Rogge, Paxico; E. M. Roop, Seneca; C. E. Sheldon, Everest; H. R. Sheldon, Hiawatha; C. G. Smith, Hutchinson; E. R. Smith, Joy; E. G. Spaulding, Burlingame; D. Spencer, Hanover; F. D. Sperry, Ellsworth; J. S. Strickler, Ramona; H. L. Strong, Conway Springs.

F. E. Tucker, Effingham; M. P. Thielen, Lucas; W. S. Washer, Atchison; C. E. Williams, Hiattville; J. H. Wolfe, Lewis; W. O. Woods, Liberal; W. S. Yundt, Arlington; C. A. Wallingford, Ashland; C. D. Jennings, Bucklin; J. H. Woodhouse, Lancaster.

## Western Canada's Marketing Problem.

That the cost of marketing grain from western Canada will not be greatly reduced by the completion of the Welland canal, or the opening of the Panama canal but that it will be materially helped by the building of a Canadian waterways system between the prairies and the Great Lakes was the opinion of A. F. Mantle deputy Minister of Agriculture for Saskatchewan in an address before the board of trade of Regina May 12. Mr. Mantle said that the effect on grain rates in the opening of the canal had been overestimated because ocean vessels could not afford to compete with lake vessels unless loaded both ways and that for the Panama canal the district was too far east to be affected much.

He declared that the cost for marketing from the Saskatchewan district was higher than from any other part of the world. He estimated that the approximate cost for marketing wheat in Liverpool was 35c, enumerating the separate charges for the average shipment as follows: local elevator charges  $\frac{3}{4}$ c per bu., freight charges 16c to 25c, inspection charges by the Dominion Government \$1.60 per hundred pounds, commission merchant charges 1c per bu., terminal elevator charge  $\frac{3}{4}$ c per bu., credit charge from banks  $2\frac{1}{2}$ c per bu. ocean transportation charges of from 6 to 9c which charge is steadily increasing and an insurance charge of 1c per bu.

The Hudson Bay route as regards better rates came in for some discussion upon the suggestion of one of the members of the board, as did the Mississippi river route. For the former Mr. Mantle had little hope because of the short period of navigation each year, while for the latter he had no hope at all owing to the high tariff, tho he was of the opinion that if this could be eliminated rates would be lowered considerably.



## Grain Carriers

THREE THOUSAND steel box cars were ordered by the Illinois Central Ry. June 4.

A DOZEN BOATS cleared with oats from Buffalo upon the opening of the Erie Canal May 28.

FREIGHT CARS in first class condition will be supplied by the C. B. & Q. Ry. for the hauling of this season's grain. With this end in view an order was recently issued ordering 2,000 men to be put to work repairing cars.

A CARGO of 65,000 bus. flaxseed, the largest received this year, arrived at Toledo last week on the steamer S. R. Kirby from Fort William, Ont. The shipment was for the Metzger Oil & Seed Co. and was taxed 20c per bu. duty.

FOR DELAYING the delivery of a car intended for the shipment of grain to Chicago for 20 days, the H. A. Hillmer Co., Freeport, Ill., has filed suit for \$300 damages against the C. M. & St. P. Ry. The case will be heard in the June term of court.

AN ALL-WATER ROUTE between Decatur, Ala., and Cincinnati, Louisville and other Ohio River points has been established by the Decatur Navigation Co., recently organized, as the result of the promulgation of an increased rate by the L. & N.

ALLEGING that a 22½c rate on oats in bulk from Fort William to New York and that a 2c lighterage charge are exorbitant, Chas. Schaefer & Son, Brooklyn, N. Y., recently filed complaint against the Canadian Pacific, asking for a cease and desist order, also reparation.

THE TOTAL SHIPMENTS for this season from Duluth to eastern ports are 16,776,000 bus.; as compared with 24,066,000 bus. for same period last year. The shipments for May were 12,073,000 bus., of which 8,546,000 bus. were wheat. About 7,800 bus. are still in the elevator.

APPROXIMATELY 50 BOX CARS are being repaired and remodeled daily by the different car shops and the American Car & Foundry Co. for the Missouri Pacific Ry. to be used in the movement of the coming grain crop. As a result the company expects to be able to handle its share of the rush without difficulty.

GRAIN RATES were argued before the Louisiana Railroad Commission at New Orleans May 29 in the cases of the New Orleans Board of Trade against various railroads of that city. An early decision is expected. The readjustments of rates on corn and oats were not considered at the hearing.

INCREASED FREIGHT RATES in Utah will result from the declaring of an extra dividend of \$75,000,000 by the Union Pacific Ry. according to the belief of the commercial club traffic bureau of Salt Lake City, an organization of shippers. The body petitioned Governor Fry of Utah June 4 to aid in stopping the dividend.

AN INCREASE of \$1 per ton on grain and flour will go into effect in September on Trans-Pacific shipments according to an announcement of the Trans-Pacific Tariff Bureau May 28. A still further increase of 50c per ton is expected to become effective on October shipments. The increase will be over the \$3, \$4 and \$4.50 rates to Japan, Hongkong and Shanghai respectively, that have prevailed during the dull season.

ALLEGING UNNECESSARY DELAY in the delivery of 21 cars of salvage and alfalfa meal from East St. Louis to Cragin, Ill., the Berger-Crittenden Co., the Milwaukee Grain & Feed Co. and Chas. R. Lull & Co. all of Milwaukee were awarded a \$2,000 judgment in a damage suit for \$3,327.20 against the C. & A. Ry.

PARCELS OF GRAIN are being sought by package freighters at Duluth to fill out loads. The stocks of flour and mill feeds which were carried extensively in the early season are now so low that they could be quickly exhausted. This condition has given rise to the freighters' activity.

CLAIMS against the railroads for loss, damage, or injury, to property when the amount is less than \$3,000 will be settled finally in the state courts if Senate Bill 2484 becomes a law. The bill is expected to facilitate claim settlements in favor of the shipper, by denying the parties, especially the carrier, the privilege of appeal to a United States Court.

AN ORDER for 7300 freight cars has been placed by the New York Central lines according to a report. If this report is true, the order is the largest since February, 1913, when the Pennsylvania lines bot 12,000 cars and is taken to indicate a growing confidence in economic conditions by the railroads.

REWEIGHING of freight car equipment of the B. & O. Ry. will soon become a general practice. All the cars on which the weight has become effaced will be reweighed and stenciled and all others will be weighed at regular intervals. The plan is intended to help shippers and railroad men alike in the computing of tonnage and compiling of records.

RATES, complained of as discriminatory in favor of Memphis, Tenn., and Cairo, Ill., by the grain dealers of Evansville, Ind., and Henderson, Ky., were considered in a hearing before Judge Henderson examiner of the Interstate Commerce Commission June 3. The complaint is against the I. C. Ry. The matter was taken under advisement.

THE LOCATION OF FREIGHT CARS used in interstate commerce will hereafter be accounted for each month by the railroads in a statement to the Interstate Commerce Commission. The order to this effect was served on the railroads June 2. The first statement is to be of June 1 and must be filed by June 10. Roads of 250 miles or less will need only to file a summary report.

LIABILITY FOR ACTUAL LOSS, damage or injury which is caused by a carrier to property handled notwithstanding any limitation of liability or amount of recovery of any B/L, receipt, or tariff filed except where the property is hidden from view or where the commission shall have fixed a rate, is the intent of a bill introduced in the Senate by Senator Cummins of Iowa as an amendment to the interstate commerce act.

RATES for interstate traffic were placed more completely under the control of the Interstate Commerce Commission and consequently taken from the state railroad commissions by the decision of the United States Supreme Court June 8 in the Shreveport rate case. The case was brot to the attention of the Interstate Commerce Commission in 1911 and the commission decided that discrimination was being practiced in regard to class rates from Shreveport westerly into Texas and ordered the railroad to make a just readjustment of the rates. The supreme court upheld the commission's ruling.

RATES ON DOWN LAKE cargoes have been pushed down to ¾c and ⅞c per bu. owing to the excess of available vessels on the lake. This rate is said to be a losing proposition for the vesselmen and many of them refuse to handle grain at less than 1c per bu. Of five cargoes sent down the bay from Duluth recently only one is reported to have been at a 1c rate.

THE INLAND WATER RATE clause of the Railway act now being considered at Ottawa, Canada, was strenuously opposed by representatives of prominent bodies from various parts of eastern Canada May 28. The opponents to the measure assert that the bill will eliminate competition, divert traffic to unregulated American bottoms, annul the right of contract and charter and generally work in favor of the railroads. The Dominion Transportation Commission would make the lake freight rate.

APPROXIMATELY 60,000 BOX CARS, all of which will be in first class condition will be operated by the S. F. Ry. in the state of Kansas this season in handling the grain crop. The company will line 4,500 cattle cars with fiber board lining and in addition will use burlap on the bottoms and sides up to the grain line on both remodeled cars and those already in use. This work which will cost between \$4 and \$15 is being done by the company in order to eliminate loss to and claims by shippers.

TO ENJOIN the Southern Pacific Terminal Co. from terminating a five year lease for use of the Southern Pacific elevator at Galveston, Texas, the J. Rosenbaum Grain Co. has brot suit against the terminal company. According to the terms of the lease the terminal company could annul the lease by giving 60 days' notice in case the grain company failed to handle a certain amount of grain. The termination notice was presented in due form Oct. 29, 1913. The grain company is now trying to enjoin the operation of this notice.

THE 164 SUITS for alleged loss of grain in transit brot by the Omaha Elevator Co., Omaha, Neb., against the Union Pacific Ry. will not be dismissed, according to a decision by District Judge Sutton. The case will go to the Supreme Court and its decision will mean a great deal both to the railroad and to other elevator companies thruout the state from the fact that other suits are being delayed till a settlement in the present case is reached. In case the elevator company is awarded the claims asked for suits will be filed by the other dealers.

MARK P. MILLER MILLING Co. and Mark P. Miller of Moscow, Ida., its pres., were indicted by the federal grand jury May 20 on the charge of violating the interstate commerce law. Three indictments were returned against the company and Mr. Miller personally. The chief charge is that the company shipped 60 sacks of beans from Deary, Ida., to Palouse, Wash., and thence to Moscow, Ida., billed as cordwood. The other indictments are all for alleged under-billing mixed shipments from Moscow to points along the Washington, Idaho & Montana Ry.

THE SURRENDER of the B/L by shippers on in-bound shipments before being re-billed for eastern destinations is being opposed by the St. Louis Merchants Exchange. Charles Rippin who made the complaint to the Interstate Commerce Commission argued that the railroads were trying to evade the supreme court decision of Jan. 10, 1914, in the Missouri



and other rate cases under which grain can be shipped at a lower rate after rebilling than before the decree was made.

RECIPROCAL DEMURRAGE statutes were struck out May 25 by the United States Supreme Court in a decision in the case of the Houston & T. C. R. R. Co. v. Mays. The suit arose over the failure of the C. R. I. & P. R. R. Co. to furnish cars for cotton. The shipper brot suit and got judgment in the state court for \$144 under the Oklahoma reciprocal demurrage law providing a penalty of \$1 per day; but the Supreme Court held it an unconstitutional regulation of commerce.

THE 5 PER CENT horizontal rate increase will be determined unfavorably to the railroads by the Interstate Commerce Commission according to reports now current. The opinion of the commission is expected to be given soon after June 15 and will, it is believed, recommend a scientific basis for railroad rates. In certain cases where the present rate is not remunerative increases will be allowed. It is expected also that the order will require carriers to withdraw all favors and to charge for all services necessitating an outlay of money.

ALLEGED DISCRIMINATION in freight rates is the basis of a complaint brot by the Hay and Grain Exchange of Pittsburgh, Pa., and the Pittsburgh Produce Ass'n against the railroads. The claim is being heard by Examiner Watkins representing the Interstate Commerce Commission and will probably consume several days. The shippers have aimed their complaint principally against the Pennsylvania Lines West, alleging that for several years past this company has been charging less-than-carload rates on filled cars when the load consisted of different materials. This charge often doubled the carload lot rates. Lines operating east were giving the shipper the benefit of the carload lot rate which fact gave rise to the complaint. The grain exchange case was heard first.

RATES on rice from Memphis, Tenn., to Ohio river crossings will be readjusted by the I. C. Ry. according to an order issued by the Interstate Commerce Commission May 11. The readjustment will take place within 30 days following the order and comes as the result of a suit brot by the Memphis Freight Buro, for the Memphis Rice Mill. The complainant alleged in its prayer that the rates were discriminatory in favor of New Orleans and points enjoying the same rate. A reduction of 9c on clean and 5c on brewers rice per hundred pounds was asked. While the commission conceded that the geographical position of Memphis should entitle plaintiff to a better rate it showed that the decrease asked for would be discriminatory against intermediate points and for that reason ordered the railroad to make some equitable readjustment in which shippers along the entire route are considered.

REFUSING CARS to a shipper to coerce him into dropping a suit against the railroad company which he has a right to maintain as an injured landowner earned the condemnation of the Supreme Court of South Carolina, deciding in favor of John C. Dowling and against the Charleston & Western Carolina Ry. Dowling had been furnished cars regularly on the side track leading to his lumber mill. One of the railroad company's embankments did damage to his land. Two days after he started suit for the damage the railroad company informed him it would no longer furnish him with cars at that

point but would compel him to haul his lumber to load at another and very inconvenient and ill equipped track. The court granted Dowling's petition for a writ of mandamus requiring the railroad company to furnish him cars on the side track at Brunson, S. C.

THE PROPOSED INCREASE in rates from 7½c to 8½c on exlake grain transshipped from Buffalo to Pittsburgh and territory taking the same rate was canceled by the Interstate Commerce Commission May 4 after a hearing before Commissioner Daniels. The investigation into the rate question resulted from protests filed by Chas. Kennedy & Co., Whitney & Co., and the transportation department of the Corn Exchange of Buffalo. The carriers maintained for their part that complaints from shippers at Toledo and Sandusky, Ohio, that the rate was prejudicial to them, was the cause of the increase. They failed to show, however, that these cities shipped any considerable amount of grain into the territory also that the present rate was unreasonably low. The Buffalo shippers on the other hand maintained that an increase would mean a discrimination against them and in favor of the Chicago shippers, who were the only real competitors in the territory affected.

THE PRIVILEGE OF STORAGE in transit as asked for in a suit brot against the Southern Pacific Ry. by the Newmark Grain Company was denied by the Interstate Commerce Commission May 11. In making their complaint the grain company held that grain transported from Mexico should be allowed a thru rate with an additional charge of \$5 per car for switching, claiming that the switching was the only inconvenience that the railroad was put to. The necessity of storing the grain has been caused by the uncertain political conditions in Mexico, from which country it has been taken as soon as harvested by the storing of it either in San Pedro, or at El Centro, Cal., an intermediate station. In making its decision the commission held that the company did not claim discrimination and had failed to show that other storage companies handling American grain were accorded the same privilege or that the necessity of storing the grain at all was not due to the Mexican situation entirely over which the carrier had no control.

COMPENSATION FOR GRAIN DOOR lumber when the actual cost exceeds the \$2 allowance must be limited to \$2 under a ruling by the Interstate Commerce Commission given May 31 in the complaint by the New York State Shippers Protective Ass'n against the New York Central and other railroads. Commissioner McChord said: The rules and practices of these defendants concerning grain doors are not identical in all details, but the rules of one carrier do not differ in any material respect from those of another, nor from the rules generally in force throughout the country. The carriers supply grain doors, or reimburse the shipper for their actual cost, not exceeding \$2 per car, when furnished by him. Inside or extra doors have been furnished the shippers of grain for about 35 years; their cost is practically the same in all cases; there were special reasons which induced the railroads to furnish them; and the presumption is that rates are maintained with respect thereto. Altho it is contended here that \$2 per car is not fully compensatory to the shipper when doors are furnished by him, we see no reason on this record to require a change in the rules or practices of the defendants, or to uproot a general

practice of long standing that is not inequitable. There is no undue burden borne by these New York shippers of grain, and no reason has been shown why they should receive advantages not extended to grain shippers in other sections of the country.

LOCAL BASIS OF MINIMUM WEIGHTS on grain to Buffalo, Pittsburgh and the east in Eastern Trunk Line territory will become effective over the C. I. & S. Ry. on June 3. This change has the effect of establishing up to Chicago one basis of minimum weight, regardless of destination, domestic or export, and the official classification basis of minimum weight will no longer apply to the proportion west of Chicago. Country shippers are cautioned to load cars as heavily as possible, to insure protection against penalties. The following Illinois-Indiana roads having thru rates via Chicago still retain the official classification and special export bases of minimum weights from point of origin to destination: C. & A. Ry., C. & I. M. Ry., C. M. & G. Ry., C. T. H. & S. Ry., E. J. & E. Ry. and the P. C. C. & St. L. Ry. The C. & A. Ry. also will within a short time apply its local basis of minimum weights to its proportion west of Chicago of the thru rates to Eastern Trunk Line territory.—E. B. Boyd, mgr. Transportation Department, Chicago Board of Trade.

### C. B. Wilser in Commission Business.

The many friends of C. B. Wilser will be glad to learn that he recently was admitted to membership in the Kansas City Board of Trade, and has engaged in the grain commission business at Kansas City on his own account under the name of Wilser Grain Co., with E. D. Fisher as one of the company.

Mr. Wilser was formerly connected with the E. D. Fisher Commission Co., and his portrait is reproduced in the engraving.



C. B. Wilser, Kansas City, Mo.



## Decision on Michigan Bean Contract.

The Michigan Bean Jobbers Ass'n official contract led to a suit at law between Ernest L. Wellman of Grand Rapids and the O'Connor-Martin Co. of Holton, Mich., and the different interpretation of the contract by different courts led to reversal of the lower court's decision, on Mar. 26.

The provisions of the contract were:

### "Official Sales Contract.

"Grand Rapids, Mich. O'Connor-Martin Co., of Holton, Mich., has this day sold to E. L. Wellman, of Grand Rapids, Mich., 500 bags choice H. P. red kidney beans, \$2.30, 58 lb., seven cents per bushel off for each pound they waste to the bushel, f. o. b. Holton. Shipment by November fifteenth, 1911. Cotton bags included (gross weight as net). Weight guaranteed to within 1/4 of 1 per cent., obvious errors excepted. Terms: Draft with B/L payable on arrival and examination of goods. If for any reason quality is claimed not as sold, matters shall be submitted to arbitration in the usual way. Grading of Michigan Bean Jobbers' Association to govern, or seller has right to deliver other goods. [Signed] E. L. Wellman, Purchaser. O'Connor-Martin Co., Seller.

"In case it is necessary to submit to arbitration a fee of \$1.00 for inspection must be sent with sample to cover cost of same, to be paid, before a certificate is issued, by party asking inspection. E. W. Burkhart, Chairman Arbitration Committee, Fowlerville, Mich."

And on the other side the only thing relating to the beans covered by this contract is as follows:

"Choice hand-picked Michigan red kidney beans must be light red in color, bright, sound, dry, well screened and must not contain more than one and one-half per cent. of discolored and split beans, and not more than two per cent. of sports or blue beans. A car load of beans, unless otherwise specified, shall consist of 250 bags, and a minimum car is 40,000 lbs. or 666 2/3 bushels. Immediate shipment is shipment in three days; quick shipment is shipment in five days; prompt shipment is shipment in ten days. Time is to count from the time of receiving complete shipping instructions, not including day of sale, Sundays or holidays, at place of shipment."

Shipments were made under the contract from Oct. 30, 1911, to Jan. 2, 1912, in November defendant notifying Wellman that it would not be able to fill all its contracts, Wellman thereupon buying 4 cars of the Wabash Canning Co. at \$3.05 per bu.

Wellman brot suit June 4 to recover for the 5 cars of beans undelivered. On appeal from the Circuit Court of Muskegon County the Supreme Court of Michigan held:

It appeared that defendant had taken a sample of these beans from each car and picked the sample. From this it estimated the pick of the whole car. It claimed that the price of these beans was to be determined by this estimated pick; that is, that the number of pounds of waste, for which seven cents per pound was to be deducted, was to be determined by the estimated pick.

It is urged by appellant that the trial court erred in permitting the witness Herbert O'Connor of the defendant company to testify that it was agreed between himself and plaintiff, when the written contracts were executed, that the men who filled the cars should take a handful out of each bag and put it in a basket and take a pick from those, and that such pick would give the exact pick of the car, and should determine the pick. Also because the court found that the price of the beans was to be determined on the basis of this estimated pick, and refused to base the price on the actual pick as the beans were run through the elevator.

Not only was the contract for the sale of choice hand-picked red kidney beans at \$2.30 per bushel of 58 pounds, but it also provided there should be "7 cents per bushel off for each pound they waste to the bushel." Were it not for this clause, it might be said that the trial court did not err in its basis, but the entire written contract must be construed together, and it must be borne in mind that the contract also contained the following language: "Terms: Draft with B/L payment on arrival and examination of goods." Under

this contract, in our opinion, the plaintiff had the right, when these beans were received by him at Cedar Springs, to make an examination and actual pick of the beans, to determine the number of pounds they wasted to the bushel. We think that under the written contract it was contemplated that the beans must be hand-picked before they were marketable. The contract price was the price of hand-picked beans. There was undisputed evidence that of this 7 cents per bushel 3 1/2 cents were paid the girls for picking the beans and 3 1/2 cents were for the value of the beans to take the place of the waste. We think that the contract provided that the beans should be actually hand-picked. There is nothing uncertain or indefinite on this subject in the written contract. It provided for the delivery of a certain quantity of beans for a certain price per bushel, but provides that 7 cents should be deducted from this price per bushel for each pound they wasted to the bushel. We are of the opinion that the testimony of Herbert O'Connor was inadmissible because it tended to contradict and vary the terms of the written contract.

We think that the court erred in making the estimated pick the basis of the plaintiff's recovery. This made a difference in the amount due the plaintiff of a large sum, for it appeared that there were in the ten cars of beans an actual waste of 33,816 pounds. From the pick of the sample by defendant, it was estimated that the waste would be 20,010 pounds. At 7 cents per pound, the deduction from the contract price for the actual waste of 33,816 pounds would be \$2,367.12. The deduction for the estimated weight of 20,010 pounds was \$1,400.70, a difference of \$966.42. We think this ruling and finding of the trial court constituted reversible error.

The next subject discussed by appellant is whether a bag of beans under this contract means 160 pounds or 146 pounds. In our opinion a bag of beans, under this contract, means 160 pounds. There is nothing in the record showing any other agreement, custom, or understanding. Upon the trial of the case the trial court, quoting from the contract, said: "A car load of beans, unless otherwise specified, shall consist of 250 bags, and a minimum car is of 40,000 pounds or 666 2/3 bushels." Now it looks to me as if 250 bags into 40,000 pounds would give the number of pounds there would be in a bag, and that that was the intention. We will take the whole contract together. That would be 160 pounds to the bag." We think the trial court was correct in this statement, and that it erred when it departed from it in its findings.

The defendant having failed to perform its contract in that regard, the plaintiff was entitled to recover his damages for the nondelivery of the shortage of choice hand-picked red kidney beans. We think there was error in allowing any estimated waste, or any waste, upon the quantity not delivered, under the contract.—146 N. W. 239.

THE REGULATION of cotton futures will be accomplished by the Lever bill, which was favorably reported to the House of Representatives by the Agricultural com'te June 4. A tax of 1 1/2c per pound will be levied on every sale of cotton for future delivery on an exchange if the bill becomes a law.

WE HAVE taken the Journal for nine years and always look forward to its coming. We enjoy reading it from cover to cover and particularly the "Letters from Dealers" in that we get the experiences of others and know that the information is first-hand.—H. O. White, mgr. W. W. Day & Co., Media, Ill.

WILD OATS can best be eradicated by the planting of cultivated crops for two years with the clean cultivation and severe winter tending, according to E. Rabate in the "Prog. Agr. et Vit. No. 32." Deep plowing and thoro surface cultivation help to keep one crop clean but foster the weed for succeeding seasons, he asserts. Hand hoeing, planting in drills so as to allow spraying with 10 per cent sulphuric acid solution, removal of panicles in June, cutting of the crop green, destroying of threshed grain chaff, and burning of stubbles are recommended by Mr. Rabate as effective but not eliminative methods in combating the weed.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

C. R. I. & P. in bulletin No. 297 quotes reductions in grain rates from stations on the C. R. I. & P. Ry. to Chicago, effective July 9.

Union Pac. quotes a rate of 20 1/2c on oats, barley and rye and 22 1/2c on wheat from Lawrence, Kan., to Oklahoma City, Okla., effective June 25.

C. & N. W. in Sup. 48 to C. & N. W. G. F. D. No. 8300-A quotes rates on grain between stations in Illinois and Wisconsin, effective June 18.

Wabash quotes a rate of 9c on corn, barley, rye and oats, 11 1/2c on wheat and 12c on flaxseed between Kansas City, Mo., and Burlington Junction, Mo., effective June 15.

C. & N. W. in Sup. No. 10 to C. & N. W. G. F. D. No. 14000-B names transit rates on grain and seeds originating at stations on C. & N. W., P. R. C. & N. W. and W. & N. W. Rys., effective May 22.

C. & A. in sup. No. 12 to No. 2-C gives switching and other terminal charges, also rules for governing absorption of switching, drayage and transfer charges at stations on the C. & A., effective June 30.

C. & A. in Sup. C to No. 1653-B quotes rates on grain from stations in Ill., and the C. & A., C. & I. M. and M. C. Rys., also St. Louis, Mo., and Louisiana, Mo., to Sheldon, Ill., effective April 23.

C. & A. issued a suspension notice on April 30 by order of the State Public Utilities Commission made March 27 applying on Illinois intrastate traffic postponing certain changes in rates till July 30.

Ill. Cent. quotes a rate of 17 1/2c on malt from Sioux Falls, S. D., to Atchison, Leavenworth, Kan., Kansas City, St. Joseph and Sugar Creek, Mo., and 13c to Nebraska City and Falls City, Neb., effective June 15.

C. & A. in a special supplement to 1658-A quotes rates on grain and grain products from Kansas City and St. Joseph, Mo., to stations on the C. & A. Ry. and stations on the St. Louis & H. Ry. in Missouri, effective June 6.

C. & N. W. in special sup. to C. & N. W. G. F. D. No. 3304-H, quotes joint freight rates on grain products from stations on C. & N. W. in Ia., Minn., N. D. and S. D., to St. Louis, Mo., East St. Louis, Ill., effective June 6.

Grand Trunk quotes an export rate of 14 1/2c on grain and grain products from Fort William, Ont., and Duluth, Minn., to Montreal, Que.; 15 1/2c to St. John and West St. John, N. B.; and 16 1/2c to Halifax, N. S., effective June 18.

C. R. I. & P. in a special supplement to 19,690-F quotes rates on grain, grain products, seeds, broom corn and corn husks from stations in Colo., Ia., Kan., Mo., Neb., N. M., and Okla., to stations in Ala., Ark., La., Miss., and Mo., effective July 6.

C. R. I. & P. in Sup. 10 to 19,687-F quotes rates on grain, grain products, seeds and broom corn at stations on the C. R. I. & P. Ry. in Ia., Minn., and S. D., also Missouri river stations to Mississippi Valley points, effective June 25.

C. R. I. & P. in Sup. 25 to 28675-A quotes rates on grain, grain products, broom corn and seeds between Missouri River common points, also St. Louis, Mo., East St. Louis, Ill., and stations in Colo., Ill., Ia., Kan., Mo., Neb., and Okla., and stations in Colo., Kan., Mo., Neb., N. M., and Okla., effective June 24.

C. & A. in a special supplement to tariff No. 1651-B quotes joint rates on grain and grain products from stations on the C. & A. and C. & I. M., also St. Louis and Louisiana, Mo., to Milwaukee and Racine, Wis., also Chicago and Waukegan, Ill., effective May 26.



**Mich. Cent.** in Sup. 12 to G. F. D. 9073-A amends rates on grain and grain products from stations on the Michigan Central to points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., Ohio, Ont., Pa., W. Va., and Wis., also from stations on the Mich. Cent. to Detroit, Mich., and Toledo, Ohio, effective June 20.

**C. R. I. & P.** in Sup. 26 to No. 28675-A quotes rates on grain, grain products, broom corn, and seeds between Missouri River common points, also St. Louis, Mo., East St. Louis, Ill., and stations in Colo., Ill., Ia., Kan., Mo., Neb., and Okla., and (except as provided) stations in Colo., Kan., Mo., Neb., N. M. and Okla., effective July 3.

**C. R. I. & P.** in Sup. 4 to 19,690-E gives notice of cancellation of rates on grain, grain products, seeds, broom corn, and corn husks from stations in Colo., Ia., Kan., Mo., Neb., N. M., and Okla., to Little Rock, Ark., Memphis, Tenn., and New Orleans, La., and stations in Ala., Ark., La., Miss., and Mo., except as noted above, effective May 28.

**C. & N. W.** in Sup. No. 18 to C. & N. W. G. F. D. No. 12575-C cancels Sup. 17 names rates on carload freight between industries on the C. & N. W. having individual or private side tracks located in Chicago; also between industries having individual or private side tracks located at Chicago stations and connecting railroads, effective June 12.

**C. & A.** in Sup. C. to No. 1604-B supplements freight tariffs on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, Ill., also St. Louis, Mo., and stations on the C. & A., C. & I. M., and M. C. Rys. in Illinois and St. Louis, Mo., also to Toledo, Ohio, and Detroit, Mich., and stations in Ill., effective April 23.

**C. & A.** in Sup. 7 to 1602-B quotes local and joint rates on grain and grain products from Kansas City, St. Joseph, Mo., and Elwood, Kan. (when originating at other points or when milled at Kansas City, St. Joseph, Mo., or Elwood, Kan., from grain originating at other points) to stations on the C. & A. Ry. and its connections in Ill., Ind., Mich., Minn., Mo., Ohio, and Wisc., effective June 30.

**C. & A.** in Sup. No. 4 to No. 1574-B quotes joint and proportional freight rates on grain and grain products and seeds from Kansas City, Mo., also Blue Springs, Fulton, Gilliam, Glasgow, Higginsville, Marshall, Mexico, Odessa and Slater, Mo., to Cairo, Ill. (proper or when for southeastern and Carolina territories) and Evansville, Ind. (when for southeastern and Carolina territories), also Mississippi Valley points and stations in Ala., La., Miss., and Tenn., also Key West, Fla., Mobile, Ala., New Orleans, La., Pensacola, Fla., Port Chalmette and Westwego, La. (when for export), effective May 21.

**C. R. I. & P.** quotes the following rates on brewers dried grain: to Baltimore, Md., from Joliet, Ill., 12½c; from Morris, Peoria and Pekin, Ill., 14c; from Rock Island, Ill., Clinton and Davenport, Ia., 18½c; to Boston, Mass., from Joliet, Ill., 17½c; from Morris, Peoria and Pekin, Ill., 19c; from Rock Island, Ill., Clinton and Davenport, Ia., 23c; to New York, N. Y., from Joliet, Ill., 15½c; from Morris, Peoria and Pekin, Ill., 17c; from Rock Island, Ill., Clinton and Davenport, Ia., 21½c; and to Philadelphia, Pa., from Joliet, Ill., 13½c; from Morris, Peoria and Pekin, Ill., 15c, and from Rock Island, Ill., Clinton and Davenport, Ia., 19½c, effective June 15.

**C. R. I. & P.** in Sup. 11 to 27,537-B suspends rates on grain, grain products, and dried beet pulp from stations on the C. R. I. & P. Ry. and R. I. S. Ry. in Ill., and Ia., to Albany, N. Y., Baltimore, Md., Boston, Mass., Montreal, Quebec, Can., New York, N. Y., Philadelphia, Pa., Rochester, Syracuse and Utica, N. Y., and other eastern points, also on grain, grain products and flaxseed from stations on the C. R. I. & P. Ry. in Ill., Ia., Kan., Minn., Mo., and Neb., to stations in Ill., Ind., Ky., N. Y., Ohio and Pa., also on grain products from Atchison, Leavenworth, Kan., Kansas City, and St. Joseph, Mo., to Lambert's Point, Newport News and Norfolk, Va., until Sept. 5 by order of the Interstate Commerce Commission.

**Mich. Cent.** in Sup. No. 27 to G. F. D. No. 9078 suspends rates on grain and grain products from stations on the Mich. Central west of the Detroit and St. Clair rivers also from stations on the B. C. G. & A., C. K. & S., D. & B. C. & W., E. J. & S., K. L. S. & C., M. & N.-E., Mich., and T. T. Rys. to stations in the eastern United States and Canadian basing points, until June 10, by order of the Interstate Commerce Commission.

**A. T. & S. F., G. C. & S. F., L. & T.** and the K. S. Rys. in Sup. No. 14 to tariff No. 5588-J suspend proposed rates on grain and grain products between points in Colo., Kan., Mo., Okla., also Superior, Neb., and Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., Chicago, Ill., and Mississippi river points, also gives basis for making thru rates to or from Omaha, South Omaha, Lincoln, Neb., Council Bluffs and Sioux City, Ia., also quotes distance rates between stations in Kan.; stations in Oklahoma and stations in Kansas; Superior, Neb., and stations in Kansas, and Superior, Neb., and Joplin, Mo., until Nov. 30, by order of the Interstate Commerce Commission. The rate was previously suspended till May 31.

**Alton** in Sup. C to tariff No. 1620-B cancels Sup. B. The rates as published in Tariff No. 1620-B, and Sup. No. 6 will be continued in effect until July 1, 1914, only on shipments having both origin and destination in the State of Illinois, and when moving wholly within the State of Illinois. On shipments having origin in Illinois and shipped to a destination beyond the State of Illinois, also shipments originating outside of the State of Illinois having final destination within the State of Illinois the rates as per Tariff No. 1620-B, and Supplement No. 7 effective Jan. 8, 1914, will apply on and after Jan. 8, 1914. The intra-State rates thus continued in effect will not apply to traffic moving within the state of Illinois in an Interstate movement, the original points and ultimate destination of the grain to determine the state or interstate character of the traffic.

## New Grain Co. in Kansas City.

Out in Kansas reports are rife of the biggest wheat yield in the history of that state and the Southwest. The harvest is expected to tax the capacity of the established dealers and all their grain handling facilities to the utmost and give plenty of business for new and aggressive grain men as well.

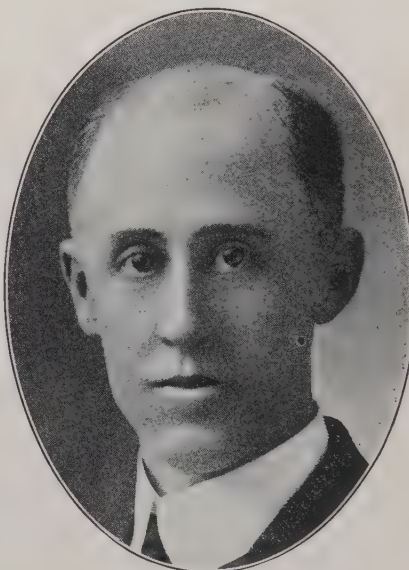
None of the younger men of that section have been prompter to respond to this sign of the times and seize their opportunity for launching into the grain business than Charles E. Watkins, George P. Payne and S. H. Stahoski. These three progressives need no introduction to members of the Southwestern trade, for each has been connected with the grain business for the past 8 or 10 years with some of the grain firms in Kansas City.

These men will enter business on their own account under the firm name of the Watkins Grain Co., and will be located at 221 Board of Trade Building. The firm will do a general grain commission business. It has taken a membership in the Kansas City Board of Trade.

Each member of the new firm is especially trained in the department of work that he will conduct for himself. Mr. Watkins, who gained his experience in the handling of cash grain sales with A. C. Davis & Co. during the past several years, will personally conduct the same department in the new firm, while Mr. Payne, for the past eight years with the E. G. Rall Grain Co., will be in charge of the office work and Mr. Stahoski who has been connected with the grain trade in different capacities for the past 10 years will promote the outside interests of the firm.



C. E. Watkins, Kansas City.



George P. Payne, Kansas City.



S. H. Stahoski, Kansas City.



# Grain Trade News

## ARKANSAS.

Little Rock, Ark.—Guy Cameron, formerly with the Nelson Grain Co. of Kansas City, is now mgr. of the Hayes Grain & Com'n Co. of this city.

## CALIFORNIA.

Corcoran, Cal.—Geo. H. & E. A. Cutter, operating as Cutter Bros., are building a 52x200 ft. grain warehouse with a capacity for 65,000 sacks. A platform will run full length both sides of the building and up-to-date grain handling machinery will be installed.

## CANADA.

London, Ont.—The Hunts Mlg. Co. will build an elvtr. in connection with its plant.

Medicine Hat, Alta.—The Ogilvie Mlg. Co. is now operating by electricity, having thrown out the gas equipment.

Red Cliff, Alta.—The Red Cliff Mill & Elvtr. Co. is building an addition to its plant and will increase its capacity.

Eyebrow, Sask.—The elvtr. of the Western Elvtr. Co., containing 17,000 bus. of grain, burned May 26; loss \$23,000, probably covered by insurance.

Toronto, Ont.—The case of Mieday & Co., against the Harbour Com'n of Montreal was heard May 28. The dispute arose out of an alleged shortage in the grain cargo of the steamship Manxman, which loaded at the Harbour Com's'ners Elvtr. at Montreal.

Moose Jaw, Sask.—The piling for the foundation of the government elvtr. to be erected at this market has been completed and the concrete floor has been laid. Crews are working day and night to get the house finished in record time.

Medicine Hat, Alta.—The Maple Leaf Mlg. Co., Ltd., has let contract for its 300,000-bu. elvtr. and 3,000-bbl. mill to Geo. H. Archibald & Co. The plant will be of monolithic concrete and brick construction and an effort will be made to complete it in time to handle a part of the 1914 crop. It will cost \$500,000.

Fort William, Ont.—The addition to Elvtr. "D." of the C. P. R. has been completed, giving the house a total capacity of 7,500,000 bus. The elvtr. of Davidson & Smith has been completed and has a capacity of 750,000 bus. and Black & Muirhead have added storage capacity bringing the total up to 150,000 bus.—F. Symes, chief grain inspector.

Montreal, Can.—The complaint of the Corn Exchange of the Board of Trade, in regard to the elvtr. tolls at the Grand Trunk Elvtrs., was heard by the Grain Com's'n May 28. The transportation bureau of the Board of Trade represented the Corn Exchange and reported that the origin of the trouble arose late last summer when the tolls of the Grand Trunk Elvtr. were raised to par with those of the Harbour Elvtr. This is a higher rate than any paid on the Georgian Bay ports at the G. T. R. elvtrs. there, it is claimed, and local grain men are protesting that no reason was given to show why rates should be higher here except that the Harbour Elvtr. charges were such. At the same time the Corn Exchange wished to have the charge for loading cars at the elvtr. abrogated. A complaint was made as to the form of grain receipt given by the G. T. R. elvtr., in which the inspection and grade are affected and the liability of the elvtr. company lessened in certain contingencies, it is alleged. The Board of Trade claims to rest its protest on the Grain Act. Amendments to the act were also considered.

Tisdale, Sask.—The Tisdale Mlg. Co. is said to have floated \$50,000 worth of stock among Bristol, Eng., capitalists, and the company will build a large mill and elvtr. here during the present year.

Winnipeg, Man.—The Dominion Supreme Court recently gave a decision in favor of W. E. Beamish, of Elva, Man., defendant in the suit brot by James Richardson & Son for alleged obligations to them amounting to \$1,200, incurred by Beamish in the purchase and sale of grain for future delivery on the Winnipeg Grain Exchange, the transactions being carried on thru the grain company which acted as grain brokers for him in the option market. Richardson & Son sought to recover the money it was compelled to pay out in behalf of the defendant on account of the losses incurred by them while acting as his brokers.

## ILLINOIS.

Willow Hill, Ill.—J. M. Grimes has succeeded Delbert Enochs.

Fairbury, Ill.—N. D. Claudon & Sons have sold their elvtr. to Mr. Dusenberry.

Berdan, Ill.—We will repair our elvtr.—N. H. H., Advance Mill & Elvtr. Co.

Minonk, Ill.—U. B. Memmen & Co. have bot the elvtr. of J. A. Simpson & Sons.

Cairo, Ill.—J. B. Magee has entirely recovered from his recent illness and is again on 'change.

Ohlman, Ill.—I am putting in a new low driveway and a new stand of elevtrs.—A. C. Durdry.

Savoy, Ill.—John Cromwell has been added to the working forces the Savoy Grain & Coal Co.

New Lebanon, Ill.—Anthony Rydehome is acting mgr. of the Neola Elvtr. Co. for the present.

Littleton, Ill.—A. E. Long has moved his family to this city and is now mgr. for Bader & Co.

Valmeyer, Ill.—We have put in a Clark Grain Shovel, bot of Weller Mfg. Co.—Salt Lick Mlg. Co.

Fountain sta. (Valmeyer p. o.), Ill.—The Salt Lick Mlg. Co., Valmeyer, may build an elvtr. here.

Troy Grove, Ill.—H. C. Moore & Co. of Mendota have bot the elvtr. of Wm. Marks. Verne Marks will be mgr.

Winchester, Ill.—W. J. Dodgson has succeeded W. T. Hamilton as mgr. for the Farmers Elvtr. & Merc. Co.

Harmon, Ill.—It is strongly rumored that wedding bells will ring this month for Mgr. B. F. Coe of the Neola Elvtr. Co.

Peoria, Ill.—The "Burlington Elvtr." was closed for a few days for general repairs and is again in operation in first-class condition.

Hartsburg, Ill.—The Farmers Elvtr. Co. is remodeling its elvtr. and will have an increased capacity when the improvements are finished.

Minonk, Ill.—The corn cribs of J. A. Simpson & Sons burned at 12 p. m., May 21. Sparks from a passing engine are given as the cause.

Harmon, Ill.—While working at the elvtr. of the Neola Elvtr. Co., Louis Long recently had two ribs broken and suffered other injuries.

Champaign, Ill.—Wm. L. Flinn, formerly connected with Flinn & Gaunt of Earl Park, Ind., is now our bookkeeper.—Cleveland Grain Co.

Hebron, Ill.—H. E. Douglass, who has operated the mill and elvtr. at this point for many years, has decided to retire from active business.

Harvel, Ill.—The Farmers Grain Co. is building a concrete approach to the elvtr.

Ballou sta. (R. F. D. No. 1 Wilmington), Ill.—I have succeeded Bruns & Stahl. This station was formerly known as North Ritchie.—F. A. Bruns.

Goodhope, Ill.—The elvtr. I recently bot was the property of James Statler and I will operate it in connection with my elvtr. at Sciota.—E. E. Sapp.

Mendota, Ill.—W. D. Hoagland has been transferred to this station by the Neola Elvtr. Co. He was mgr. for the company at Meridian for 12 years.

St. Francisville, Ill.—The Baker Elvtr. & Mill Co. is now operating the elvtr. of J. V. Griggs & Co. at this station and also the house at Brevoort, Ind.

Good Hope, Ill.—Good Hope grain firms at present are G. W. Stapp and Sapp & Newman. The other elvtr. has been torn down and will not be rebuilt.—G. W. Stapp.

Meridan, Ill.—The elvtr. of W. C. Brokaw will probably be repaired and overhauled. I have succeeded W. D. Hoagland as agt. for the Neola Elvtr. Co.—R. E. Penipacker.

Green Valley, Ill.—Work will be started on the new elvtr. of the Farmers Grain & Elvtr. Co. on the C. & N. W. R. R. The house will replace the one burned last summer.

Evans sta. (Wenona p. o.), Ill.—Ed. Haugens has completed plans for an elvtr. to replace the one burned Apr. 25, and expects to have the new house ready for new oats.

Kewanee, Ill.—W. B. Cavanagh has selected a site for his new elvtr. and will build if he can make arrangements with the city council for permission to run a switch track.

Allerton, Ill.—Adam P. Eaton, formerly mgr. of the elvtr. of the S. W. Allerton Estate, has now succeeded to its grain business and is operating the elvtr. on his own account.

Marine, Ill.—Louis Kolb, former sec'y of the Valier-Spies Mlg. Co., died recently at the age of 60. He retired from active business a few years ago on account of failing health.

Oswego, Ill.—On account of illness, Wm. Cligitt has been compelled to give up the grain business for the present. He has leased his elvtr. to F. H. Falk for a year and hopes to get back in the game by that time.

Brookport, Ill.—The Brookport Grain Co. has discontinued its flour and grain business here and we have bot its warehouse and will handle a line of feeds in connection with our business.—Brookport Mlg. Co.

Aledo, Ill.—I have taken over the interest of C. E. Duvall in our firm and we have dissolved partnership. I have been in the coal business for 8 years and have handled grain for 4. Mr. Duvall is now postmaster.—T. J. Heald.

Manteno, Ill.—The elvtr. of Leon Euziere is being wired for electricity and has been closed for a few days. Arrangements were made at a neighboring house for the handling of grain destined to the Euziere house during the shut down.

Plymouth, Ill.—W. A. Smith never had an elvtr. at this point. He bot grain and shipped it, just scooping it into the cars. We will repair our elvtr. and install a new engine and scales.—Huey Bros. Mr. Smith was recently adjudged a bankrupt.

Kirkpatrick Switch (no p. o.), Ill.—Work has been started on the new elvtr. of Pinkney Fowler of Erwin and he expects to put a new town on the map in a short time. Besides the elvtr. he is building a store, depot, house and stockyards and will install track scales.

Seneca, Ill.—We have formed a farmers company and will operate the elvtr. recently bot from the Seneca Grain, Lbr. & Coal Co., O. P. Stark, mgr. The new company was recently incorporated as the Seneca Farmers Co., capital stock \$16,000, incorporators A. M. Markeson, E. S. Hoge, Elias Larson and others.



Roberts, Ill.—Hamman Bros. have succeeded Hamman & Murray. Possession was given May 10. E. E. Hamman will remain in charge.

Ivesdale, Ill.—We are building a 20,000-bu. addition to our elvtr. doubling the capacity of the house. The work will be finished July 1 and we will then have one of the most complete and up-to-date houses along the Wabash R. R.—Thos. W. Schultz, mgr. Baldwin Elvtr. Co.

Batavia, Ill.—Oscar D. Conkey, an old time grain man, died May 30. Mr. Conkey would have been 102 years old Dec. 1, having been born in 1812. He engaged in the grain and mercantile business here in 1853 and in 1857 sold his mercantile interests and gave his entire attention to the grain trade until 1888. For the last 15 years he has not been actively engaged in business.

Delavan, Ill.—My elvtr. was totally destroyed by fire May 24, the blaze being discovered by the night watchman at 3 a. m. The elvtr. and machinery were valued at \$4,500 with \$3,000 insurance. Less than 400 bus. of grain was contained in the house at time of fire. It is my present intention to rebuild but I have not decided just the kind of an elvtr. I will put up.—W. J. Culbertson, per W. E. C.

Flagg Center (R. D. Rochelle), Ill.—The office of the Flagg Center Elvtr. Co. was entered by burglars, May 22, and the safe rifled. A number of local checks and also some remittances that had not been entered were taken, as was the endorsement stamp of the company. All banks have been warned to be careful in cashing checks endorsed for payment by the company until an investigation can be made.

Gilman, Ill.—To replace the house that burned Mar. 26 the R. F. Cummings Grain Co. of Clifton is building a 60,000-bu. elvtr. for F. W. Stine & Co. The R. F. Cummings Co. has bot the material and equipment and employed L. E. Nelson of Kan-kakee as supervising architect and builder. The house will be completed in 20 days. In connection with the "oats palace" of 50,000 bus. capacity the new house will give the company a capacity at this station of 100,000 bus., on the Illinois Central, which is very liberal at a country point. The foundation of the new building will be of substantial concrete and the superstructure of heavy cribbing. The equipment will be complete and up-to-date, with electric power and gasoline engine for emergency.

## CHICAGO NOTES.

The rate of interest on advances for June has been fixed at 5%.

The time for trading in indemnities on the Board of Trade has been shortened 15 minutes and is now from 1:30 to 2 p. m.

A petition is being prepared by members of the Board of Trade to restrict the operation of private wires by com's'n houses in cities of less than 75,000 population.

Edward F. Chapin, long a member of the Board of Trade, was married June 8 to Miss Mary L. Hall of Boston, Mass. The groom is 75 and the bride 70 years old.

Fred Heimholz, for many years a prominent member of the Board of Trade, died May 26 at the age of 62. His death was unexpected by his many friends on 'change.

The office men of the state grain inspection dept. have organized a base ball team and will play games this summer with a team picked from the track men of the dept.

Henry Ulrich, who for years has been employed in the Illinois Grain Inspection dept., has accepted a position in the Board of Trade Sampling Bureau as asst. to Robt. Kettles.

CHICAGO CALLERS: W. L. Richeson, chief inspector and weighmaster of the Board of Trade, New Orleans, La.; F. A. Bruns, Ballou sta. (R. F. D., Wilmington), Ill.

B. A. Eckhart, who recently underwent an operation at a local hospital, is still under the care of a specialist and it is believed that another operation on the eyes will be necessary.

Lloyd Canby, son of Pres. C. H. Canby of the Board of Trade, was married, June 6, to Miss Katherine Vincent.

Chris Peterson, corn trader for Finley Barrell & Co. on the Board of Trade, entertained a number of his pit friends May 30 at a crawfish dinner on a farm to which he recently fell heir.

The state grain inspection dept. has notified the grain trade that fees for inspection will be 50c per car or 1,000 bus. after July 1, in accordance with the recent ruling of the Public Utilities Com's'n. The present fee is 35c.

The amendment to the rules of the Board of Trade allowing carlot delivery of grain the last 3 days of any month, was defeated for the third time May 26, the vote standing 330 to 253. It is said that it will be brot up again later on, the directors having taken favorable action on it June 2.

The amendment to the rules of the Board of Trade, permitting members who have had business turned over to them by other members, to render the customer the account direct at the full rate of com's'n, while paying to the member turning over the business of such non-member, one-half of the com's'n charge, was adopted May 26 by a majority of 171.

Robt. L. Morris, Jr., M. A. Bright, John B. Turner and Jesse W. Young have applied for membership on the Board of Trade. Bernard C. Feeney, J. P. Ryan, C. W. Lonsdale, Geo. W. Veninga, James Evans and F. H. Brown have been admitted to membership. The membership of Edwin P. Tawney has been posted for transfer. Memberships are quoted at \$2,200.

## INDIANA.

Fairmount, Ind.—A farmers elvtr. company is being organized at this station.

Wolcott, Ind.—Farmers have organized a company to build an elvtr. here this fall.

Arcola, Ind.—The Farmers Equity Union Elvtr. will be overhauled.—Crowell Grain Co.

Russiaville, Ind.—David Unger & Son are overhauling their elvtr. W. S. Moore is doing the work.

Ft. Wayne, Ind.—The trustee of the Egly-Doan Elvtr. Co. will sell the company's property on June 15.

Ockley, Ind.—We have sold our elvtr. here to Whiteman Bros. of Hazelrigg.—McComas & Hornbeck, Rossville.

Francisville, Ind.—We will install new machinery thruout our elvtr. now under construction.—Farmers Elvtr. Co.

Chrisney, Ind.—Ray, Hartz & Sibel will add a flour mill to their plant at an early date.—Jeff Ray & Son, Rockport.

Oaklandon, Ind.—We have installed a new boiler and are putting in an American Feed Grinding Mill.—Oaklandon Grain Co.

Frankfort, Ind.—The Fair Ground Elvtr. Co. has installed a manlift and made other repairs. W. S. Moore has the contract.

La Fayette, Ind.—Lamson Bros. & Co. have moved their local office to the Hotel Lahr Block. James T. Hamill is still mgr.

Knox, Ind.—The plant of the Knox Flour Mill Co., including the mill and elvtr., burned May 26; loss, \$25,000; insurance, \$10,000.

Rockport, Ind.—We have bot a warehouse on the Evansville & Rockport traction line and will install a feed mill.—Jeff Ray & Son.

Ridgeville, Ind.—D. G. McFadden Grain Co. incorporated; capital stock \$20,000; incorporators D. G. McFadden, W. T. Palmer and J. C. Palmer.

Indianapolis, Ind.—Lee Archer, employed by the Acme-Evans Co., recently became entangled in the machinery at the elvtr. and was seriously mangled.

Knightstown, Ind.—Aubrey C. Wilkinson, of T. B. Wilkinson & Co., died recently. He was engaged in the grain and feed business here for many years.

South Whitley, Ind.—The elvtr. of the Farmers Elvtr. Co. was recently entered by burglars, who, when they found no money, destroyed the books of the company.

Brevoort (Vincennes p. o.), Ind.—The Baker Elvtr. & Mill Co. is operating the elvtr. of J. V. Griggs & Co. at this station and also the elvtr. of that company at St. Francisville, Ill.

Bryant, Ind.—Steifel & Levy, of Fort Wayne, have leased the elvtr. of Geo. W. Adams, known as the South Elvtr. Mr. Adams will engage in the grain business at Fort Wayne. Wm. Plank is in charge at the elvtr. at present.

Crawfordsville, Ind.—Wm. D. Foresman has sold his interest in the Crabbs-Reynolds-Taylor Co., of which he was vice-pres., to the other members of the company and will retire July 1. Bennett Taylor will again resume the management of the La-Fayette branch.

Indianapolis, Ind.—The Indiana Millers Ass'n will hold its annual meeting June 25, and an interesting program has been prepared.—The program of the Indiana Grain Dealers Ass'n mid-summer meeting, to be held June 24 and 25, will be found elsewhere in this number of the Journal.

Saratoga, Ind.—John W. Owens, for 26 years a grain dealer here, died recently. For 15 years the firm name was John Owens & Son, but Mr. Owens retired from active business in May, 1913, on account of ill health. At the time of his death he was making plans to re-enter the trade, his health having seemed to improve.—W. R. Owens, mgr. Farmers Elvtr. Co., So. Whitley.

## IOWA.

Halbur, Ia.—The new elvtr. of the Farmers Elvtr. Co. has been completed.

Kingston, Ia.—I am now buying grain for the Davenport Grain Co.—M. C. Elcan.

Ogden, Ia.—Claus Tams has succeeded Tams & Naeve and is overhauling the elvtr.

Carnes, Ia.—The Farmers Co-operative Co. has bot the elvtr. of F. M. Slagle & Co.

Morning Sun, Ia.—The Farmers Elvtr. Co. has installed a feed grinder in its elvtr.

Dawson, Ia.—The recently organized Farmers Elvtr. Co. has bot the elvtr. of R. S. Witter.

Bayard, Ia.—I am mgr. of the Farmers Elvtr. Co.; was second man at Ralston.—R. L. Wood.

Gilbert Station, Ia.—The elvtr. of the B. A. Lockwood Grain Co. is being repaired and improved.

Buffalo, Ia.—Ben Bryson, formerly agt. for the Iowa Grain Co. at Rake, is now mgr. of a local elvtr.

Hanna, Ia.—The elvtr. of the Kunz Grain Co. is being remodeled. The Newell Constr. Co. has the contract.

Santiago, Ia.—I am tearing down my old granary here and will replace it with a 10,000-bu. elvtr.—I. S. Battles.

Sheldon, Ia.—Ben. Jones, formerly in the grain and lumber business at this station, died recently at the age of 81.

Fernald, Ia.—The Farmers Elvtr. Co. has let contract to the Newell Constr. Co. for extensive repairs on its elvtr.

Ventura, Ia.—The Woodford & Wheeler Grain Co. has let contract to the Newell Constr. Co. for work on its plant.

Kimballton, Ia.—I have succeeded C. W. Olsen as mgr. for Albert Rothschilds & Co. of Elk Point.—Andrew Rattenborg.

Valeria, Ia.—Work is progressing rapidly on the new elvtr. of John Gannon at this station. The house will be 96 ft. high.

Dana, Ia.—We have sold our elvtr. to C. C. Buck of Iowa Falls.—D. Milligan Co., Jefferson. C. S. Maxwell will be mgr.

Abbott, Ia.—The repairs on the elvtr. of the Farmers Elvtr. Co. have been completed and the house is up-to-date in every respect. The Newell Constr. Co. did the work.



Perkins, Ia.—We have improved our elvtr. and installed a Fairbanks Automatic Scale.—Wm. Dykstra, agt. Atlas Elvtr. Co.

Ollie, Ia.—The Ollie Grain Co. has let contract to the Newell Constr. Co. for a 15,000-bu. ear corn handling plant and grain elvtr.

Forest City, Ia.—Henry Denzel is remodeling his elvtr. and putting it in first-class shape. The Newell Constr. Co. is doing the work.

Earlville, Ia.—We are pestered by one scoop shoveler. He shipped a car or two of corn to Chicago last week.—H. J. Pitcher & Son.

Logan, Ia.—Frank D. Stearns is the new mgr. of the Farmers Elvtr. Co. Work has been started on the new elvtr. of the company.

Manson, Ia.—The Farmers Elvtr. & Grain Co. was recently compelled to close its elvtr. for half day because of an accident to the dump.

Mitchell, Ia.—About 50 ft. of the foundation wall of the warehouse of the Kunz Elvtr. Co. recently caved in and repairs are being made.

Oskaloosa, Ia.—Blackford & Co. suffered a slight loss recently when fire was discovered in the elvtr. It is thought that it was of incendiary origin.

Boxholm, Ia.—The remodeling of the elvtr. of Farmers Elvtr. Co. has been completed by the Newell Constr. Co., which had the contract.

Conway, Ia.—Conway is reported to be in need of an elvtr. There are no houses at that point and farmers are said to be in need of a market.

Des Moines, Ia.—F. B. Sissler has succeeded Hugh Welter as mgr. for the Armour Grain Co. in this city. Mr. Welter has gone to Chicago.

Owasa, Ia.—The Farmers Elvtr. Co. has let contract to the Newell Constr. Co. for extensive repairs on its elvtr. A cleaner will also be installed.

Brandon, Ia.—The Farmers Co-Oper. Exchange has let the contract to the Newell Constr. Co. for a 20,000-bu. elvtr., which will be strictly up-to-date.

Fort Dodge, Ia.—The recently incorporated Farmers Elvtr. Co. will lease the elvtr. to be built by the Fort Dodge, Des Moines & Sou. Ry Co.

Fort Dodge, Ia.—Officers of the recently incorporated Farmers Elvtr. Co. are John Redman, pres.; Thos. Carroll, vice-pres.; O. L. Reed, sec'y-treas.

Geneva, Ia.—H. T. Page & Co. have let contract to the Newell Constr. Co. for a new elvtr. It will have when it is completed 25,000 bus. capacity.

Grinnell, Ia.—The Farmers Elvtr. Co. is installing a sheller and doing considerable work on its new elvtr. The work is being done by the Newell Constr. Co.

Galva, Ia.—The Ida County Grain Co., a new corporation, has been organized with G. R. Spurgeon as pres., and has bot the elvtr. of the Trans-Mississippi Grain Co.

Waukeee, Ia.—One of our 10x120 ft. corn cribs was completely destroyed in the storm of May 17. We will rebuild it at once.—Lester Smith, mgr. Wright & McWhinney.

Cheney (Brandon p. o.), Ia.—Work on the new elvtr. of the Urbana Grain Co., of Urbana, at this station has been completed. The Newell Constr. Co. had the contract.

Lester, Ia.—The Atlas Elvtr. Co. has let contract for repairs including new foundations for the elvtrs. at this station, Perkins, Struble, Merrill and Doone, to T. E. Ibberson.

Malcom, Ia.—Our new 60x80 ft. lumber shed No. 2 has been completed. Prospects are good for summer and fall trade in the grain line.—W. E. Johnson, mgr. Farmers Elvtr. Co.

Ventura, Ia.—The Farmers Elvtr. Co. has let contract to the Newell Constr. Co. for a 30,000-bu. elvtr. and work is progressing rapidly. It will be strictly up-to-date in every way.

Wightman, Ia.—Stephen Gaffney has succeeded Ralph Rosow as mgr. for the Farmers Elvtr. Co. Mr. Rosow died recently.

Boone, Ia.—The work of overhauling the elvtr. of the Farmers Elvtr. Co. has been completed and the house is now in first-class shape. The work was done by the Newell Constr. Co.

Fredericksburg, Ia.—The elvtr. of the Farmers Elvtr. Co. has been completely remodeled, and new machinery, including a wagon scale, has been installed. The Newell Constr. Co. had the contract.

Hughes sta. (Eldora p. o.), Ia.—Hughes Elvtr. Co. incorporated; capital stock \$10,000; officers and incorporators E. B. Gast, pres.; G. A. Lynk, vice-pres.; E. B. Johnson, sec'y, and W. E. Rathbone, treas.

Newhall, Ia.—E. E. Steadman has let a contract to the Newell Constr. Co. for a 25,000-bu. elvtr. equipped with two legs, and engine, Richardson Scale, and manlift. Everything will be strictly first-class.

Ortonville sta. (Waukeee p. o.), Ia.—The storm of the 17th completely wrecked our annex adjoining the main elvtr. The building was 40x60 ft. and will be rebuilt at once.—Lester Smith, mgr. Wright & McWhinney.

Arthur, Ia.—Dave Eades, reported to have succeeded Fay Cressey as second man at the elvtr. of the Farmers Elvtr. Co., only substituted while Mr. Cressey was on his vacation and is not with the company permanently.

Hartley, Ia.—I have succeeded W. W. Johnson as mgr. of the Hunting Elvtr. Co., having been transferred from the company's elvtr. at Adams, Minn. Mr. Johnson has been transferred to Rock Valley.—S. O. Jackson.

Sioux City, Ia.—The old Grain Exchange Bldg. burned at 1:45 a. m., May 24; loss, \$200,000. Fortunately the entire Sioux City Board of Trade moved from the building about 8 months ago to the New Davidson Bldg., which is fireproof.

Lytton, Ia.—A. Schmidt & Son have let contract to the Newell Constr. Co. for a 20,000-bu. elvtr. The equipment includes a General Electric Motor, Fairbanks Morse Scale, leg and passenger elvtr., all equipped in an up-to-date manner.

Swea City, Ia.—The elvtr. of G. S. Livermore will be thoroughly overhauled. The whole house will be raised 8 inches and new equipment including an 18-ft. 10-ton scale, self dump, new belting, distributor and loading spout will be installed.

Hansell, Ia.—The following new officers were elected at the recent annual meeting of the Farmers Co-operative Society: J. V. Blackford, pres.; T. L. Wolf, vice-pres.; James Hannah, sec'y; and E. E. Claypool, treas. C. R. Boots was re-elected mgr.

Ankeny, Ia.—The B. A. Lockwood Grain Co. of Des Moines has let the contract to the Newell Constr. Co. for a 25,000-bu. corn sheller and cleaner plant, to be equipped with two motors, manlift, leg and everything complete for handling ear corn into cars and bins.

Sanborn, Ia.—The elvtrs. of the Hunting Elvtr. Co. and the Reliance Elvtr. Co. were completely demolished in the tornado of the 6th, but the other two houses were not damaged. Fifty houses in the village wrecked.—C. W. Hakeman, mgr. Farmers Grain Co.

Farnhamville, Ia.—The elvtr. of the Farmers Elvtr. Co. is going up rapidly. It is on a solid concrete foundation and is of cribbed construction, 2x6 cribbing being used for the first 20 ft. and 2x4 for the remaining 40 ft. The bins will be 60 ft. deep and the house will be operated by electricity. It will have a capacity of 30,000 bus.

Rock Rapids, Ia.—Our office was recently damaged by fire, but the loss was not great. The St. John Grain Co. expects to make many improvements to its elvtr. and will probably increase the capacity of one of its elvtrs. by building an addition. Stockdale & Dietz will rebuild their elvtr. which recently collapsed.—L. G. Peters, Farmers Elvtr. Co.

## KANSAS.

Broughton, Kan.—C. M. Hane is installing up-to-date dumps.

Elk City, Kan.—Farmers are interested in the elvtr. proposition.

Rexford, Kan.—Fred Mosher is overhauling his elvtr.—G. W. Roller.

McLouth, Kan.—The Casebier Elvtr. Co. has succeeded Ragan Bros.

Rossville, Kan.—W. S. Bolton is now mgr. of the Andrews Grain Co.

Milan, Kan.—I am now agt. for the Aetna Mills Co.—W. H. Butterfield.

Blakeman, Kan.—Blakeman Grain Co. incorporated; capital stock \$5,000.

Ozawkie, Kan.—The Farmers Elvtr. Co. incorporated; capital stock \$6,000.

Ellsworth, Kan.—The Farmers Union may build an elvtr.—Sam'l C. Groth.

Courtland, Kan.—Ed. Rosenquist is now mgr. for the Farmers Union Elvtr. Co.

Downs, Kan.—Nye & McMillan now operate an elvtr. at this station.—W. A. Nye.

Salina, Kan.—The Lee-Warren Mfg. Co. is installing new wheat elvtrs. in its elvtr.

Albert, Kan.—The J. W. Craig Grain Co. of Wichita has bot the elvtr. of L. G. Mausolf.

Oswego, Kan.—The Oswego Seed & Grain Co. has installed a 750-bu. Avery Automatic Scale.

Topeka, Kan.—The 75,000-bu. elvtr. of the Thomas Page Mfg. Co. has been completed.

Kirwin, Kan.—The elvtr. of J. W. Gaunt & Co. has been thoroly overhauled and improved.

Orsemus (no p. o.), Kan.—The Stevens-Scott Grain Co. is building an elvtr. at this station.

Haggard sta. (Ensign p. o.), Kan.—The Farmers Union is building an elvtr. at this station.

Osborne, Kan.—Scott Dillon is mgr. of the Osborne County Farmers Elvtr. Co. at this point.

Jetmore, Kan.—Receivers are cautioned to look out for scoop shovelers at this point.—L. A. K.

Oswego, Kan.—We are overhauling our plants this spring as usual.—Oswego Seed & Grain Co.

Severence, Kan.—M. Boswell of Olathe has bot the elvtr. of John H. Lynds Mill & Elvtr. Co.

Milan, Kan.—The new elvtr. and office building of the Aetna Mill & Elvtr. Co. has been completed.

Modoc, Kan.—We are putting in some new stations along the Mo. Pac.—Boulware & Countryman.

Hazleton, Kan.—I have sold my elvtr. to M. F. Eidson and he will operate it this season.—John L. Bridges.

Glen Elder, Kan.—We have bot the elvtr. of M. A. Koeling.—J. B. Thompson, mgr. Farmers Union Elvtr. Co.

Mullinville, Kan.—Work has been started on the new elvtr. of the Liberal Elvtr. Co. of Liberal, at this station.

Montezuma, Kan.—The Farmers Equity Union is building an elvtr.—Howell, Rhinehart & Co., Dodge City.

Wherry, Kan.—I have no elvtr. at this station at present.—Chas. N. Wooddell, Wooddell Grain Co., Nickerson.

Girard, Kan.—Henry Korff of Lanham, Nebr., has bot the elvtr. of Emil Schman and will take possession July 1.

St. John, Kan.—The elvtr. of the St. John Elvtr. Co. has been moved to make room for the new Santa Fe depot.

Copeland, Kan.—C. D. Jennings of Bucklin is building an elvtr. here and installing a 1,000-bu. Avery Automatic Scale.

Wichita, Kan.—I am now local representative for the Simonds-Shields Grain Co. of Kansas City.—C. M. Elkin.

Mineral, Kan.—Our new 9,000-bu. elvtr. at West Mineral will be completed June 25.—Stauffer, Cammack & Co., Columbus.



Cuba, Kan.—A. C. Klauman & Co. have taken down their old elvtr. on the Rock Island and erected a new 16,000-bu. elvtr.

Minneapolis, Kan.—Geo. S. Howell is remodeling the old Minneapolis Mill & Elvtr. Co.'s mill into an elvtr.—Jackman Roller Mills.

Frankfort, Kan.—The only damage to my elvtr., recently struck by lightning, was to the roof. No fire resulted.—G. E. Gano.

Topeka, Kan.—The monthly report of Geo. B. Ross, state grain inspector, gives the receipts for April at 11 stations as \$1,967.08.

Nickerson, Kan.—A. C. Plumb will be agt. for the Farmers Elvtr. Co. for another year.—Chas. N. Wooddell, Wooddell Grain Co.

Galva, Kan.—Farmers Grain & Supply Co. incorporated; capital stock \$7,000; August and Carl A. Anderson and Emil Asp, incorporators.

Sayer sta. (Dodge City p. o.), Kan.—C. D. Jennings of Bucklin is building an elvtr. here and will install a 1,000-bu. Avery Automatic Scale.

Nekoma, Kan.—We are making general repairs and will install a Richardson Automatic Scale.—E. A. Miller, agt. Kansas Flour Mills Co.

Springdale sta. (Easton p. o.), Kan.—The Farmers Grain & Supply Co. has been organized and has leased an elvtr., taking possession July 1.

Cimarron, Kan.—J. B. English of St. John has bot the elvtr. of the A. Aitken Grain Co. He has been mgr. of the elvtr. for the last year.

Randall, Kan.—The Jewell County Co-operative Ass'n has bot the elvtr. of J. S. Hart and I will be mgr.—C. W. Bradshaw, formerly of Scottsville.

Lone Oak, Kan.—I will build a 50-bbl. flour mill and chop and feed mill and will install a 25-h.p. gas engine and chop and feed mill.—E. M. Alkire.

Tyler sta. (Wichita p. o.), Kan.—We are building an 8,000-bu. elvtr. here and will equip it with up-to-date machinery.—W. L. Scott & Sons Grain Co.

Salina, Kan.—The foundations for the 40,000-bu. elvtr. of the Western Star Mills has been completed and work on the superstructure will be rushed.

Wichita, Kan.—W. T. McCauley, formerly engaged in the grain business here, has returned from a 3-year vacation, and is now with the Williams Grain Co.

Hutchinson, Kan.—The Central Grain Co. will represent the Fox-Miller Grain Co. of Kansas City, Mo., at this market, paying especial attention to export wheat.

Larned, Kan.—Our engine house has been completed and we have installed a 35-h.p. Fairbanks Morse Engine.—E. Row, mgr. Pawnee County Grain & Supply Co.

Olathe, Kan.—McCoy & Vigor are not operating at this station any more. W. H. Weber and ourselves are the only elvtr. operators at present.—Hadley Mlg. Co.

West Mineral, Kan.—The Kelso Grain Co. of Cherokee will build a 10,000-bu. elvtr. here. Work will be started at once and the house will be ready for the new crop.

Downing, Kan.—J. W. Pinkerton has bot the local mill and elvtr. and will operate it. He was for many years pres. of the Snell Mill & Grain Co., but resigned June 1.

Atchison, Kan.—Indications point to an early settlement of the troubles of the Cain Mill Co. and it is hoped that the plant will be opened in time for the new crop.

Cherokee, Kan.—The Patterson Ice Co. has succeeded the Cherokee Mill & Elvtr. Co. and has repaired the plant for the handling of grain and grinding of meal and chops.

Clay Center, Kan.—J. W. Pinkerton, until recently pres. of the Snell Mill & Grain Co., has resigned and henceforth will represent the Hall-Baker Grain Co., and the Kansas Flour Mills Co., in northern Kansas.

Belle Plain, Kan.—Harry Hatfield has bot the elvtr. of the Farmers Elvtr. Co. The house has been closed for some time.

Wichita, Kan.—Miss Bessie Coffey, for many years stenographer for Sec'y Sherman of the Board of Trade, died recently.

Hiawatha, Kan.—H. R. Sheldon has installed a 1,000-bu. Richardson Automatic Scale, repainted his house and thoroly remodeled it.

Bloomington, Kan.—The Osborne County Farmers Elvtr. Co. has bot the elvtr. of W. A. Nye. It will be operated from the head office at Osborne. Oscar Diehl will be mgr. here.

Pittsburg, Kan.—The new 50,000-bu. elvtr. and 40-car warehouse of the Pittsburg Elvtr. Co. is nearing completion. The house will cost \$17,000 and will be equipped with electricity.

Trenton sta. (Salina p. o.), Kan.—The foundations for the 15,000-bu. elvtr. of the Shellabarger Mill & Elvtr. Co. have been completed and the elvtr. will be finished as soon as possible.

Ensign, Kan.—The Farmers Grain & Supply Co. discovered a fire in the cupola at 8 p. m. May 22, but handy water barrels saved the plant, the blaze being extinguished without loss.

Plains, Kan.—The Plains Equity Exchange has a 40,000-bu. elvtr. and a 10-car warehouse under construction. Coal sheds will adjoin the warehouse, which is 20x60 ft. and 2 stories high.

Isabel, Kan.—We will operate the elvtrs. at this station, Nashville, Zenda, Spivey and Rago, recently purchased by the Bolin-Hall Grain Co. of Liberal, for them.—A. Steckel Grain Co., Wichita.

Iuka, Kan.—C. M. Clark will build one and possibly two 8,000 to 10,000-bu. elvtrs. at once on the extension of the Anthony Nor. R. R. north of this station.—W. Z. Sharp, agt. Kansas Flour Mills Co.

Sawyer, Kan.—I have sold my elvtrs. at Isabel, Nashville, Zenda, and Spivey and the bins and scales at Rago to the Bolin Hall Grain Co. of Liberal. I will continue to operate here and at Croft.—W. E. Clark.

Hutchinson, Kan.—The last concrete has been poured on the four big tanks of the Kansas Grain Co. and the roofs will be put on in a few days. The work on the 64 ft. tanks was started May 8 and they have gone up with great rapidity.

Sublette, Kan.—The C. C. Isely Lbr. Co., operating as the Cimarron Grain Co. of Cimarron, has let contracts for a 15,000-bu. elvtr. at this station and for an 8,000 bu. house at Charleston. The P. H. Pelkey Constr. Co. will do the work.

Liberal, Kan.—Our new elvtr. is rather small being only 10,000 bus. capacity but we expect to finish our plans and as soon as the rush is over, making it 25,000 bus. We now own the old Hoskins & Titus Feed Store which we recently bot.—Gardner & Vickers.

Burlington, Kan.—R. W. Arndt, formerly mgr. of the Southwestern Mlg. Co. of Kansas City, Mo., and now with the Excelsior Mill Co., has fully recovered from the effects of a serious operation in New York City and will be back in the harness at an early date.

Scottsville, Kan.—The Abernethy Elvtr., which I have been operating under lease for the past 2 years, has been sold to the Farmers Union and John Squires is the new mgr. I am now mgr. for the Jewell County Co-operative Ass'n at Randall.—C. W. Bradshaw.

Attica, Kan.—The plant of the Attica Mill & Elvtr. Co. has been idle for the last 4 years but is now owned by the McGray Mlg. & Elvtr. Co. The elvtr. will be operated this season and J. P. Charles, who was formerly in the grain business here and at Hazelton, will be mgr.

Lalimer, Kan.—The C. E. Robinson Grain Co. of Salina has let a contract to the Pelkey Const. Co. for a 10,000-bu. studded elvtr., the equipment including a 4-ton scale, Richardson Automatic Scale, Success Manlift and 6-h.p. Fairbanks Engine. It will be completed by the middle of July.

Chanute, Kan.—The Chanute Grain Co.'s elvtr. was struck by lightning at 3 p. m. May 29. Fire was started in cupola but it was extinguished by the use of full water barrel and buckets and no damage resulted.

Hemingford, Kan.—On Apr. 15 of last year I leased my mill and elvtr. to my son, Melvin L. Miller, and after a successful year he has decided to quit the business. He has gone overland in his car to Chicago. I am again in charge of the mill and elvtr. and will operate it.—A. M. Miller, prop. Hemingford Roller Mills.

Cheney, Kan.—The W. L. Scott & Sons Grain Co. has bot the old elvtr. of the Halsted Mlg. Co. and is remodeling it and putting it into first class shape. An office will be built. Our company is also building an office, 14x28 ft with 2 rooms. It will be equipped with electric light and modern furniture.—R. Lowe, mgr. Cheney Grain Co.

Hutchinson, Kan.—The State Ass'n of Farmers Elvtr. Mgrs. held a meeting in the Commercial Club rooms, May 23, Pres. J. W. Brown of Dillwyn presiding. The Board of Trade entertained the delegates at dinner at the Reno Hotel and gave them the freedom of the exchange. The afternoon was devoted to addresses and discussions, among them being: "The Best Method of Holding Our Customers," by C. H. Augustus, Stafford; "The Margin of Profit," by Ed Row of Larned; "Methods of Organization, etc.," by Ralph Northup of St. John. Ed Ramsey of Mineola conducted a round table on "Things That Bother Us." The next meeting of the ass'n will be held next March at Wichita in connection with the State Farmers Grain Dealers Ass'n. W. C. Goffe, Wm. Murphy, J. L. Root and Ben Curley (all of Kansas City) were in attendance. Among the elvtr. mgrs. present were: C. H. Augustus, Stafford; F. L. Albertson, Sylvia; P. Bloom, Pawnee Rock; R. C. Davidson, Macksville; H. C. Durant, Radium; John Fletcher, Preston; J. A. Falen, Zenith; C. T. Jones, Cunningham; R. E. Lawrence, Gorham; G. W. Lawrence, Larned; J. A. Lyons, Langdon; H. W. Hutchinson, Turon; H. C. Morton, Wellsford; W. L. Prather, Garfield; Ira Rankin, Kinsley; Ed Ramsey, Mineola; G. W. Smith, Ensign; R. W. Smith, Haviland; O. W. Weathers, Dundee; Perry L. White, Frizell; W. S. Yundt, Arlington.

## KENTUCKY.

Clinton, Ky.—Work is progressing rapidly on the new plant of the Star Mlg. Co. and every effort will be made to have it ready for the present wheat crop.

Versailles, Ky.—There are several grain dealers here, but only one elvtr., which was built by W. H. Grady & Son, but later purchased by Cain & Rout. Mr. Cain then bot out Rout, and in the last month we have bot it and now own it. We will operate it this season. The only dealers now are Rout & Cleveland, Woodbridge Bros., and the Farmers Union Mill, Inc. As we have the only mill in town, we will handle a great deal more wheat than we will want to grind so will ship grain by the car load.—Farmers Union Mill, C. A. Howard, mgr., per R. N. Brock.

## LOUISIANA.

New Orleans, La.—A base ball nine composed of employees of the grain inspection dept. of the Board of Trade won the game played May 30 with a team from the employees of the Stuyvesant Dock Elvtr. "E," the score being 14 to 11. A number of games have been scheduled between the nines.

## MARYLAND.

Baltimore, Md.—Geo. A. Hax, who has been on the sick list for some time, is again at his desk.

Baltimore, Md.—Alonzo Selby has accepted a position with the C. A. Gambrill Co. as salesman and wheat buyer in several counties of this state.—E. R. Kinsey, mgr. Sykesville Lbr., Coal & Grain Co.



Salisbury, Md.—Our recent fire originated in the boiler room, the loss on the building amounting to \$5,000, on machinery \$6,000, and on grain and stock \$9,000, making a total of \$20,000. Our insurance amounted to \$11,875, leaving us a net loss of \$8,125. We will not rebuild the plant.—Fulton Mfg. Co.

## MICHIGAN.

Detroit, Mich.—The Michigan Bean Jobbers Ass'n is still working hard to eliminate the element of speculation from the bean trade.

Oakley, Mich.—I have bot the elvtr. of A. L. Nichols at this station. I have operated it under a lease for 4 years.—L. C. Hall, Owassa, Minn.

Detroit, Mich.—The Caughey-Swift Co. has bot the "D. & M." Elvtr. on the G. T. Ry., which gives them an added 1,000,000 bus. capacity. The elvtr. has been thoroughly overhauled and new machinery, including a Hess Grain Drier, has been installed.

## MINNESOTA.

Campbell, Minn.—We will install an electric motor.—Farmers Elvtr. Co.

Winsted, Minn.—Col. Luce is interesting the farmers in the elvtr. proposition.

Mentor, Minn.—The Mentor Co-operative Co. will repair, improve and paint its elvtr.

Sherburn, Minn.—The Farmers Elvtr. Co. will build an elvtr. of 20,000 bus. capacity.

Norcross, Minn.—Efforts are being made to organize a farmers elvtr. company here and at Herman.

Hanley Falls, Minn.—The Farmers Elvtr. Co. has let contract for a 30,000-bu. elvtr. to be erected at once.

Steen, Minn.—I am now located at this point.—F. M. Webb, formerly mgr. Occident Elvtr. Co., Stipek, Mont.

Eveleth, Minn.—We have engaged in the wholesale feed and grain business at this market.—Hendrickson & Peterson Co.

Pipestone, Minn.—We are contemplating the erection of a new elvtr., but have not made definite plans.—Farmers Co-operative Co.

Bigelow, Minn.—We are installing a new leg, boot, distributor belt and cups and may put in an automatic scale.—Kramer Bros.

Blue Earth, Minn.—The new elvtr. of the Farmers Elvtr. Co. will have a capacity of 30,000 bus. The Newell Constr. Co. has the contract.

Barnesville, Minn.—A. A. Haagenson, mgr. of the Farmers Elvtr. Co., is a candidate for state senator from Clay and Wilkins counties.

Easton, Minn.—The Farmers Elvtr. Co. incorporated; capital stock \$10,000; incorporators Wm. Sipple, J. Linder, Jr., Chas. J. Rath and others.

Mapleton, Minn.—J. H. Dobie is tearing down his old coal sheds and will build a new cribbed coal elvtr. with 4 pockets on the site.—J. S. Emerson.

Ihlen, Minn.—I have been transferred to this station, succeeding S. Gullukson as agt.—J. C. Hanson, formerly agt. for Northwestern Elvtr. Co. at Russell.

Adrian, Minn.—The new elvtr. of the Adrian Grain Co. has been completed. It is up-to-date in every respect and is operated by electricity. A. Reckers is mgr.

Russell, Minn.—John A. Johnson has succeeded me as agt. for the Northwestern Elvtr. Co. at this point and I have been transferred to the elvtr. at Ihlen.—J. C. Hanson.

Louisburg, Minn.—The Interstate Grain Co. has let contract for general repairs, including new foundations, for its elvtrs. here and at Danvers and Rothsay, to T. E. Ibberson.

Redwood Falls, Minn.—Officers of the recently incorporated Farmers Elvtr. Co. are Geo. E. Phillips, pres.; A. D. Stewart, vice-pres.; N. W. Conleigh, sec'y, and Thos. March, treas.

Femberton, Minn.—B. W. Graham has succeeded P. G. Miller as agt. for the Benson Grain Co. and I have succeeded W. Sumwald as mgr. for the Hunting Elvtr. Co.—H. G. Gregerson.

Adams, Minn.—I have resigned as mgr. of the Hunting Elvtr. Co. and will be succeeded by J. S. Schaefer. I will succeed W. W. Johnson at Hartley, Ia., for the same company.—S. O. Jackson.

Mapleton, Minn.—I have torn out the two old legs in my elvtr. and installed one big leg in its place, with 6x12 buckets. I have also made other improvements in the elvtr., spending \$400 in repairs.—J. S. Emerson.

St. Paul, Minn.—The state railroad and warehouse com's'n on May 29 denied the petition of agitators asking for the cancellation of the com's'n merchants' licenses of 19 large elvtr. companies. The petition alleged that the companies bot and sold grain to themselves thru subsidiary concerns without specifying any particular transaction. The order states that "an unverified petition was filed May 28 praying for the revocation of the com's'n merchants' licenses held by 19 elvtr. companies doing business in the state and also demanding that no license be issued to any such companies after May 31, when the present licenses of the companies expired" but "a petition which seeks to deprive a citizen of the state from the right to participate in legitimate business must state facts that will apprise the party of the act complained of and enable him to prepare a defense. This petition makes no such allegations."

## DULUTH LETTER.

A Chicago cash grain house bot and shipped a cargo of 220,000 bus. No. 1 Northern wheat here last week.

Walter Bevis, of Chicago, who was recently appointed chief of the Board of Trade sampling dept., took charge of the office June 4.

Adam G. Thomson has been admitted to membership in the Board of Trade and the certificate of F. W. Winship has been posted for transfer.—Chas. F. Macdonald, sec'y.

Rudolph C. Schiller, floor representative for A. D. Thomson & Co. on the Board of Trade, was married May 20 to Miss Phoebe Ella Gamble. His many friends on the exchange are heartily congratulating him.

The receipts of grain which have held up remarkably well so far are beginning to fall off and it is thought that they will be slow till the new crop begins to arrive. As a result the cash market is strong.—C. A. Macdonald, sec'y Board of Trade.

Temporary machinery has been installed at the Belt Line Elvtr. Annex, and grain held there, amounting to about 140,000 bus., is being moved out. The working house of this plant burned down about six weeks ago. Salvage of the wet and burnt grain is progressing favorably.

## MINNEAPOLIS LETTER.

Clare W. Hughes, for the last 5 years with the Hubbard Mfg. Co. of Mankato, is now representing the Tenny Co. on the road.

John Haugen has applied for a Chamber of Commerce traveling representative's license. He will travel for H. L. Hankinson & Co.

The additional grain storage for the Pillsbury Flour Mills Co. will have a capacity of 2,000,000 bus. and will be connected with the present working house by overhead galleries. The house will be of reinforced concrete and is to be completed about the middle of November. The Barnett & Record Co. has the contract.

Notices were recently received by members of the Chamber of Commerce signed by the sheriff of the county regarding the taxes due on their memberships in the exchange. The attorney of the exchange, however, secured a court order restraining the sheriff from further attempts to collect until the U. S. Court of Appeals, which is now considering the case, renders a decision.

Work is progressing rapidly on the 5 steel tanks under construction for the Electric Steel Elvtr. Co.—G. H. T.

The company now being formed by J. C. Andrews, F. G. Winston and D. K. Yerxa has let contract to the Minneapolis Steel & Machinery Co. for a 200,000-bu. steel elvtr. The house will consist of 9 bins and will be equipped with up-to-date machinery. Work has been started on the foundations. Up to the present time no notification has been given the trade of the name of the new company.

## MISSOURI.

Mexico, Mo.—T. J. Hoxey has bot the grain business of the W. S. Hathaway Seed & Produce Co.

Shackelford, Mo.—J. Keith Goodwin has started work on his new elvtr. to replace the house burned Apr. 23.

Lathrop, Mo.—Plans for a new 7,000-bu. elvtr. to be built on the Burlington for Eddy & Seaton have been made by F. E. Parke & Son.

Charleston, Mo.—We ship about 500 cars of grain annually, loading direct into cars in sacks. We do not operate an elvtr.—O. A. Crenshaw Grain Co.

Joplin, Mo.—The Brand-Dunwoody Mfg. Co. has resumed operations, having completed its improvements which include 65,000 bus. added storage capacity.

Joplin, Mo.—We will add 8,000 bus. storage capacity to our plant and will install a manlift and one leg.—J. W. Boyd, J. W. Boyd Grain & Com's'n Co.

Van Dusen, Mo.—We are building a 10,000-sack capacity warehouse at this station and a 20,000-bu. house at Canalou.—J. S. Kevil, Sikes-McMullin Grain Co., Sikeston.

Bertrand, Mo.—R. G. Wallace is now owner of the business formerly run by Childress Merc. & Grn. Co., who went out of business about 2 years ago. C. T. Hart is mgr.

Whiteside, Mo.—Our new elvtr. has a capacity of 8,000 bus. and is located on the St. L. & H. R. R. W. S. White and R. E. Long are the props. of our company.—R. O. Long & Co.

Osborn, Mo.—Silvers & Hockenswith of Turney and Gerald Winters Co. of Maysville, are doing a scoop shoveling business in this part of the country. I am the only regular dealer here.—J. F. Hughes.

Maysville, Mo.—We will build elvtrs. at this station, Altamont and at Freeman Park (no p. o.). The elvtrs. will have a capacity of 10,000 bus., and will be up-to-date in every way.—Helm Grain Co., St. Joseph, Mo.

Billings, Mo.—A petition was filed May 22, by two creditors of the Kasten-Bleck-Blades Mfg. Co., asking that the company be declared bankrupt. The petition is based on the fact that the company recently sold its property to satisfy a judgment.

Westboro, Mo.—The Westboro Grain Co. is installing a large hopper scale furnished by the American Supply Co. The bins will be round and will have a capacity of 10,000 bus. each. The work house and elvtr. tower will be of steel and the house will be on a concrete foundation.

Malta Bend, Mo.—F. D. Stockman & Sons have let contract to the Jos. Wangler Boiler & Sheet Iron Works for a 20,000-bu. steel tank elvtr., the equipment to include cleaning and separating machinery, scales, and a power plant. It will also have the best of wagon loading and car receiving facilities.

## KANSAS CITY LETTER.

Earl Hickman fell 6 stories to his death May 23 when the ropes operating a donkey elvtr. at the new plant under construction for the Southwestern Mfg. Co., broke and let the car and operator fall.

The offices of Sec'y Bigelow have been overhauled and a hardwood floor laid. The new trimming and decorations so brightened the rooms the Sec'y was tendered smoked glasses until he cud accustom his eyes to the change.



Ed Wood is now traveling northwestern Kansas and southern Nebraska for the Goffe-Carkener Grain Co. of this city.

C. E. Watkins, formerly with A. C. Davis & Co., has retired and will engage in business on his own account, operating as C. E. Watkins & Co.

Pearson-Lathrop Grain Co. incorporated; capital stock, \$25,000; incorporators, A. R. Pearson, pres.; W. R. Lathrop, vice-pres.; and E. H. Sullivan, sec'y.

We are indebted to Jas. T. Bradshaw, state warehouse com's'ner for a copy of his annual report, and it is a book that grain men, especially, will find interesting and instructive, as it gives a detailed account of the affairs of the inspection and weighing dept., naming the inspectors and weighers, giving fees charged for service, reports of receipts and expenditures, amendments recommended to the dept., rules and regulations of the dept., and the full text of the grain and inspection law of the state. It also contains facsimiles of the certificates and receipts used by the dept. and in fact has so much valuable information that every grain man should have a copy. Mr. Bradshaw, in speaking of the report, says: This is the first report ever issued in Missouri devoted entirely to the subject of grain inspection and weighing, with a detailed account of the work, and the manner in which it is done, together with the business of the dept. for the year.

## ST. LOUIS LETTER.

Trave Elmore of the Elmore-Schultz Grain Co. has applied for membership in the Merchants Exchange.

On June 1, C. L. Wright, formerly coarse grain man for the John Wahl Com's'n Co., became associated with his brother in the W. H. Wright Grain Co.

The amendments to the rules of the Merchants Exchange, given in full on page 847 of the May 25 number of the Journal, were adopted by the members of the exchange at the special meeting May 25.

W. B. Christian, who recently sold his interest in the Eureka Elvtr. to his partners, J. H. Morse and W. W. Carruthers, is now with the W. L. Green Com's'n Co., having taken up his new duties June 1.

The many friends of Jacob Schreiner, of the Schreiner Grain Co., were shocked to hear of the accidental death June 3 of his son Harry, who was drowned in New Mexico. Three brothers of the deceased, Frank, Joseph and Jacob, Jr., are engaged in the grain business in Chicago and all are members of the Board of Trade.

## MONTANA.

Roundup, Mont.—The Farmers Elvtr. Co. will build a new elvtr.

Stipek, Mont.—F. M. Webb, formerly mgr. for the Occident Elvtr. Co., is now at Steen, Minn.

Big Sandy, Mont.—The recently organized Farmers Elvtr. Co. will build a 45,-000-bu. elvtr.

Wilson Creek, Mont.—The Farmers Elvtr. Co. has increased its capital stock and will remodel its elvtr.

Belmont, Mont.—Harry Owens is one of the leaders in a movement to organize a farmers elvtr. company.

Coffee Creek (no p. o.), Mont.—The new elvtr. of the Farmers Elvtr. Co. will have a capacity of 30,000 bus.

Townsend, Mont.—The Inter-Mountain Mlg. Co. will build two steel and concrete elvtrs. in connection with its mill at this point.

Stanford, Mont.—Spady & Sons incorporated to do an elvtr. and grain business; capital stock, \$15,000; incorporators, James, A. P. and M. Spady.

Barber, Mont.—We have organized the Farmers Elvtr. Co. and have let contract to the Burrell Engineering & Constr. Co. for an elvtr.—C. V. Hanson.

Oxford, Mont.—We have let contract to the Burrell Engineering & Constr. Co. for a 50,000-bu. elvtr.—J. H. Lackey, pres. Farmers Elvtr. Co., Judith Gap.

Raymond (no p. o.), Mont.—The Woodworth Elvtr. Co. is wrecking its elvtr. at Bowbells, N. D., and will rebuild it here.—T. E. Ibberson has the contract.

Benchland, Mont.—The elvtr. of the Fenchland Elvtr. Co. will receive some needed repairs during the summer.—Chas. A. Minnier, agt. Rocky Mountain Elvtr. Co.

Toston, Mont.—The Inter Mountain Mlg. Co. will build a steel and concrete elvtr. at this station. Plans have been completed and the contract has been let for the construction.

Chouteau, Mont.—Mgr. Streater of the lumber business of the Farmers Elvtr. Co., is now also mgr. of the elvtr. of the company, the grain and lumber interests having been combined June 1, when Chris Zimmer, mgr. of the elvtr. resigned, and went to Buffalo, N. D., where it is said he will be interested in the grain business.

## NEBRASKA.

Garrison, Neb.—Pat Morarity is now mgr. for the Farmers Elvtr. Co.

Mead, Neb.—Eland Johnson is the new mgr. of the Farmers Elvtr. Co.

Wabash, Neb.—The new elvtr. of the Wabash Grain Co. has been completed.

Edholm, Neb.—The elvtr. of the Dawson Grain Co. will be painted and repaired.

Pierce, Neb.—Walter Hilgert will succeed John Long with the Farmers Grain Co.

Schaupps, Neb.—F. M. Knox is now mgr. for E. G. Taylor.—S. Knox, Sweetwater.

Loomis, Neb.—I am now mgr. for the Farmers Co-operative Co.—C. A. Johnson.

Trenton, Neb.—Frank Real is installing a new scale and making repairs on his elvtr.

Laurel, Neb.—The elvtr. of the Atlas Elvtr. Co. was recently struck by lightning.

Wymore, Neb.—The Farmers Grain, Lbr. & Coal Co. has made improvements in its elvtr.

Clearwater, Neb.—John Simkins is not with the Nye-Schneider-Fowler Co. here at present.

Funk, Neb.—Wm. Bruce of Bertrand is installing a hopper scale in his elvtr. at this station.

Douglas, Neb.—The elvtr. of the Farmers Elvtr. Co. has been closed for a month for needed repairs.

Tekamah, Neb.—I have succeeded John Pierce as mgr. for the Holmquist Grain & Lbr. Co.—Chris Peterson.

Bridgeport, Neb.—An application has been made for a site for an elvtr. at this station by an outside grain firm.

Sweetwater, Neb.—The report that we are in the elvtr. business is incorrect.—S. Knox, Sweetwater Mill Co.

Sprague, Neb.—Work on the new elvtr. of the Farmers Elvtr. Co. is progressing rapidly. G. H. Birchard has the contract.

Stratton, Neb.—The report that Bryce Jones will build an elvtr. here is incorrect. No new elvtrs. will go up at this station.

Endicott, Neb.—W. F. Boniwitz is mgr. for the Farmers Equity Exchange which recently took over our elvtr.—Fairchild Bros.

Creighton, Neb.—M. J. Wagner has bot the interest of his brother, F. H. Wagner, in the firm of Wagner Bros., and the old company has been dissolved.

Bertrand, Neb.—I have just returned from Hot Springs, Ark., having been ill for some time. I am still with the Bodman-McConaughy Grain Co.—Ed McHugh, agt.

Garrison, Neb.—We expect to do a good business in the new 30,000-bu. elvtr. we have bot of Schaaf Grain Co. Our capital stock is \$20,000.—Farmers Grain Co.

Genoa, Neb.—Fred Spear is now in charge of the business of the Fonda Elvtr. & Mill Co. Harry E. Fonda, former mgr. and part owner, committed suicide May 6.

Adams, Neb.—The Farmers Elvtr. Co. have bot the old Burlington Mill and will remodel it into an elvtr. The company's elvtr. burned Apr. 23. The price paid for the property was \$5,500.

Smyrna, Neb.—F. M. Phillips has bot the elvtr. of the Smyrna L. S. & Grain Ass'n.

Holmesville, Neb.—The Farmers Elvtr. Co. has been organized with a capital stock of \$20,000. Officers are J. W. Gish, pres., and W. T. Fry, vice-pres. The company has bot the elvtr. of Black Bros.

Belgrade, Neb.—The Farmers' Grain & Livestock Ass'n is installing a new wagon scale with steel frame. The only lumber being used is that required for the platform. The scale is being supplied by the American Supply Co.

Omaha, Neb.—The Grain Exchange has selected a site at 19th and Harney sts., just across the street from the Public Library, for its new \$250,000 building. The lot is 152x141 ft. and cost the exchange \$55,000. Harney street business men gave the exchange a bonus of \$17,500 for taking the location and it is said that the former owner of the property has offered to stand any expense incurred in securing a foundation for the building. The new building will be from 6 to 8 stories high with the trading floor probably on the top floor.

## NORTH DAKOTA.

Tunbridge, N. D.—The Farmers Elvtr. Co. is remodeling its elvtr.

York, N. D.—C. S. Thorson has bot the elvtr. of the Farmers Elvtr. Co.

Fullerton, N. D.—The recently organized Fullerton Elvtr. Co. will build an elvtr.

Fryburg, N. D.—The Occident Elvtr. Co. is building a large addition to its elvtr.

Williston, N. D.—O. E. Grasley is now mgr. for the Equity Elvtr. & Trading Co.

Buttville, N. D.—The elvtr. of the Farmers Elvtr. Co. will be overhauled and repaired.

Washburn, N. D.—The elvtr. of the Occident Elvtr. Co. at this station will be taken down and rebuilt at Minden.

Gwyther sta. (Fort Rice p. o.), N. D.—I am the new agt. for the Occident Elvtr. Co. at this station.—F. H. Dettloff.

Durbin, N. D.—The elvtr. of the Farmers Elvtr. Co. was struck by lightning May 28. The loss, however, amounted to only \$50.

Sheldon, N. D.—The elvtr. of the Gt. Western Elvtr. Co. will probably be moved to a new site 2½ miles west of this point on the Soo.

Edinburg, N. D.—The foundations for the new elvtr. of the Farmers Elvtr. Co. have been completed and work on the superstructure will be rushed.

Zap sta. (Golden Valley p. o.), N. D.—The contract for the new 40,000-bu. elvtr. for the Farmers Co-operative Co. has been let.—G. D. Riesland, Mandan.

Leith, N. D.—Leith Equity Exchange, incorporated; capital stock, \$6,000; incorporators, J. I. Cahill, Geo. W. Herron and Frank P. Emch, all of Leith.

Litchville, N. D.—Farmers' Co-operative Elvtr. Co. incorporated; capital stock, \$50,000; incorporators, K. C. Wangrud, Lewis M. Olson and John M. Olson, all of Litchville.

Velva, N. D.—The elvtr. of the Woodworth Co. will be wrecked at this station and rebuilt at Rohrville sta. (Southam p. o.). T. E. Ibberson has the contract for the work.

Melville, N. D.—We expect to install new cleaners in the elvtrs. at this station and at Eldridge, and we will build 2 or 3 new houses this season.—Star Elvtr. Co., Jamestown.

Bowbells, N. D.—The Woodworth Elvtr. Co. has let contract to T. E. Ibberson for the wrecking of its elvtr. here and the rebuilding of the house at Raymond (no p. o.), Mont.

Gwinner, N. D.—The Farmers Elvtr. Co., incorporated; capital stock, \$15,000; W. M. Johnson and others incorporators. Contract for an elvtr. has been let to the Hickok Construction Co.



Grand Forks, N. D.—Our ass'n will hold its annual meeting in this city July 15-16.—Nels R. Tacklind, sec'y North Dakota Ass'n of Mgs. of Farmers Co-operative Elvtr. Cos.

Drayton, N. D.—Our new cribbed 40,000-bu. elvtr. is 30x33 ft. and 50 ft. high. The equipment includes a 10-h. p. Fairbanks Engine and the house is up-to-date in every way.—M. G. Blackseth, agt. Thorpe Elvtr. Co.

Williston, N. D.—P. A. and A. A. Stenehem have bot the elvtr. of Johanna & Hine-line and will operate it. The Farmers Elvtr. Co. had considered buying the house, but a larger one is needed and will probably be built.

Golden Valley, N. D.—The report that Lester Meade is operating a grain elvtr. at this station is incorrect. He has never operated one here but has been working with James Lahart.—Chas. E. Mutschler, agt. Occident Elvtr. Co.

Buffalo, N. D.—We have built a new office and engine house and have installed an 8-h. p. Fairbanks Morse Oil Engine. We have also built 2 new driveways and overhauled the entire elvtr. In addition to grain we will handle coal.—Great Western Grain Co.

Halliday, N. D.—J. G. Quinlivan and W. A. McClure of Dickinson and Julius Hollst of Gladstone, have incorporated 3 farmers elvtr. companies, each with a capital stock of \$10,000. The companies will be operated under the name of the Farmers Elvtr. Co. and elvtrs. will be built here and at the stations (no p. o.) of Dunn Center and Werner.

McHenry, N. D.—The elvtr. of E. J. Horn has been wrecked and will be moved to Dunn Center (no p. o.) as soon as the railroad to the point is completed. Hoaaken Engstrom is mgr. The elvtr. of M. Anderson, recently operated by T. H. Chambers, is closed permanently. The Standard Grain Co. now owns the F. R. Cruden Elvtr., but it is closed at present, and it is rumored that Ellingson Bros. are talking of buying it.—L. G. Pravitze.

Wales, N. D.—We are putting in a new driveway and are going to use the old one, which goes thru under part of the elvtr., for a cleaning room. We are also installing a new Owens Marquis Cleaner, one stand of elvtrs., scale, boot in old leg, and will extend the conveyor in the annex. The bins over the cleaning room will be divided and hoppers, giving us 6 overhead bins. A new direct shipping spout will also be put in.—Jos. Heille, mgr. Farmers Elvtr. Co.

Grand Forks, N. D.—The forenoon sessions of the 3d annual meeting of the North Dakota Ass'n of Farmers Elvtr. Mgrs., which will be held in this city July 15 and 16, will be devoted to routine business. On the afternoon of the 15th a lecture on bookkeeping for elvtrs. will be given by M. Schulz of the railroad and warehouse com's'n and will be followed by a general discussion. On the afternoon of July 16 F. A. Powers will deliver an address on "Proper Relations Between Stockholders, Directors and Mgrs. of a Farmers Elvtr. Co." Two discussions will follow, "What Is the Most Practical Construction of a Modern Elvtr." and "Will the Present State Laws of North Dakota Make a Warehouseman a Speculator by Eliminating the Proper Protection in Futures."

## NEW ENGLAND.

Framingham, Mass.—Investigations show that the recent fire in the elvtr. of the Cutler Grain Co. was caused by a dust explosion in an oat bin on the 3d floor.

Boston, Mass.—Henry Littlefield, a member of the Chamber of Commerce and well known to the feed trade, died May 20, at his home in Brookline at the age of 63.

Boston, Mass.—The new floating grain elvtr. which will be evolved from the old barkentine Rebecca J. Moulton, will have a capacity of 25,000 bus. The remodeling of the schooner into an elvtr. will cost \$29,000.

## NEW YORK.

Ogdensburg, N. Y.—The R. H. McEwen Mlg. Co. contemplates the addition of 25,000 bus. storage capacity.

Rockville Centre, N. Y.—The Oceanside Estates, incorporated, to build and operate grain elvtrs.; capital stock \$50,000; W. Schaumburg and others incorporators.

New York, N. Y.—Ed. C. Rice, pres. of Rice, Kimby & Co., is reported dangerously ill with dropsy and heart trouble. Grave fears are entertained for his recovery.

Buffalo, N. Y.—D. M. Irwin, Geo. P. Urban, H. S. Guthrie, S. E. Provoost and H. H. Richardson have been appointed members of the grain com'te of the Corn Exchange.

Buffalo, N. Y.—The Washburn-Crosby Elvtr. was recently threatened by fire when a lumber pile near the elvtr. burned. The blaze was quickly subdued, the loss amounting to only \$500.

Buffalo, N. Y.—H. T. Morey, Inc., incorporated; capital stock, \$5,000; incorporators, Herbert T. Morey, Gregory R. Bergin and Alice G. McCarthy. The company will do a general flour, feed, grain, etc., business.

Byron, N. Y.—The Byron Produce Co. has been organized by farmers in this vicinity. A new elvtr. has been completed and machinery installed. Operations will begin Sept. 1. H. C. Norton is sec'y.—C. O. Tinkham, Akron.

Buffalo, N. Y.—Work on the Superior Elvtr. is progressing rapidly and the house will probably be put into operation Nov. 1. The officials of the Superior Elvtr. Co. were formerly members of the Husted Mlg. Co. which went out of business shortly after the explosion last June which destroyed its plant.

New York, N. Y.—The annual meeting of the Produce Exchange was held May 26 and the following officers were elected: Pres., J. Ward Warner; vice-pres., E. G. Bronneman; treas., Edward C. Rice; mgrs. for two years, Arthur Dyer, Walter B. Pollock, A. Maclay Pentz, W. T. Cushing, Edward Flash, Jr., Richard A. Claybrook. Trustee gratuity fund, J. V. Jewell.

## OHIO.

Middle Branch, O.—I am building an elvtr. and feed mill.—U. R. Brumbaugh.

Shelby, O.—I am installing a receiving separator for oats. Will have it running by June 15.—J. C. Morris.

Plymouth, O.—Howard Hockman has completed an elvtr. and will operate it in connection with his mill.

Mason, O.—Kretz & Co. have succeeded Robitzer & Kretz at this station. No elvtr. here and no other grain dealers.

Richwood, O.—I will return to Ohio in a few months. Am at Los Angeles, Cal., at present.—R. R. Gill, of Baker, Gill & Co.

New Carlisle, O.—J. B. Peffly has sold his elvtr. to Charles Mercer & Son, who own the other elvtr. at this point.—C. C. J.

Donnellsville (New Castle p. o.), O.—W. W. Morris is taking out the steam power in his elvtr. and will substitute electricity.—C. C. J.

Kansas, O.—The J. L. Rouze Co. of Arcadia has built a small elvtr. at this station and will operate it in connection with its hay barn.

Glen Karn, O.—A. M. Richards & Sons are remodeling their elvtr. The cupola will be raised 17½ feet and new machinery installed.—C. C. J.

Uniopolis, O.—F. J. Rinehart of our company left June 1 with his family for an extended trip thru the far north-west.—Rinehart Grain Co.

Haskins, O.—John G. Watts, formerly in the grain business at this point, has filed a petition in bankruptcy. A number of Toledo grain men are among the creditors.

Chillicothe, O.—The Standard Cereal Co. will spend \$40,000 in building a 50,000-bu. brick and reinforced concrete storage plant equipped with automatic fire extinguishers.

Clarksville, O.—The report that we have sold our mill and elvtr. at this station to R. E. Burten is incorrect, he is merely running the house for us.—Eyer & Pearce.

Bucyrus, O.—The C. K. Zeigler Co. is planning extensive additions to its mill here, including a new elvtr. 70 ft. high and a one-story addition to the mill 40x67 ft.—C. C. J.

Cleveland, O.—We suffered no loss of consequence in the big fire of May 26, the newspaper accounts being greatly exaggerated.—C. G. Watkins, pres. Cleveland Grain Co.

Toledo, O.—Stephen Heywood, son of S. S. Heywood, pres. of the Eldred Mill Co., and well known to the grain and mill trade of this section, was married June 6 at Jackson, Mich., to Miss Josephine T. Knickerbocker, whose father was formerly in the milling business.

The program for the 25th annual meeting of the Ohio Grain Dealers Ass'n, published elsewhere in this number, gives promise of a most interesting and instructive meeting with plenty of fun and pleasure on the side. The meeting will be held at "The Breakers," Cedar Point, June 17 and 18.

Portsmouth, O.—The many friends of Harry S. Grimes, ex-pres. of the Grain Dealers National Ass'n and of the Ohio Ass'n will be pleased to know that he continues to improve. He is now enjoying himself at the Maple Grove Hotel, Chillicothe, O., where he will remain until the annual convention of the Ohio Ass'n, at Cedar Point.

Akron, O.—The Pioneer Cereal Co. is reported to have been made defendant in a suit to recover \$8,000 on a promissory note. The original note for \$15,000 was made Dec. 24, 1912, and is signed by Sec'y E. F. Weber, and endorsed by A. S. Mottinger, Henry Miller, Jr., and other directors. The Akron Peoples Saving & Trust Bank is the plaintiff.

Toledo, O.—The Young Grain Co., incorporated; capital stock \$25,000; incorporators, Jesse W. Young, pres., formerly traffic mgr. for the Toledo Grain & Mlg. Co.; Chas. W. Mollett, who is well known to the grain trade; O. W. Randolph, mgr. of the elvtr. operated by the Central Grain Co.; W. H. Haskell, pres. of the W. H. Haskell Co., and Harley F. Frey, office mgr. for the Mollett Grain Co. The new company will have offices in the Produce Exchange Bldg. and will do a general grain and seed com's'n business.

## CINCINNATI LETTER.

The Union Grain & Hay Co. has reduced its capital stock from \$400,000 to \$100,000.

J. D. Crawford, E. C. Bywater, F. R. Laidley, H. R. Meyer, C. A. Harton, C. E. Nippert, B. P. Sax and H. H. Helwig have been admitted to membership in the Chamber of Commerce.

The following have been nominated for directors of the Grain Dealers Credit Ass'n: A. M. Braun, Joe Costello, Ed. Terril, J. H. Fedders, Ed. Smith, C. E. Van Leunen, B. H. Wess, Jno. Ferger, L. Perin and Henry Heile. Five will be elected at the annual meeting June 10.

## OKLAHOMA.

Hillsdale, Okla.—L. E. Jones is now agt. for the Choctaw Grain Co.

Jet, Okla.—C. G. Radke is now mgr. for Randels & Grubb Grain Co.

Wayne, Okla.—I am buying grain for H. W. Branun.—Hugh R. Henderson.

Hydro, Okla.—C. T. Willis has resigned as mgr. for the Farmers Grain Co.

Cheyenne, Okla.—L. W. Pate and Fred Brann will build an elvtr. at this station.

Newkirk, Okla.—The elvtr. of the Thos. F. McGraw Grain Co. is being overhauled.

Hooker, Okla.—We are remodeling our elvtr. at this station.—Bolin-Hall Grain Co.

Amorita, Okla.—The elvtr. of W. W. Miller Grain Co. of Anthony, burned at 10 p. m., June 4. No grain loss.—Frank Loesser, Farmers Elvtr.



Helena, Okla.—The plant of the Helena Mill & Elevator Co. will be put into operation soon.

Ada, Okla.—We are building a 25,000-bu. storage tank addition to our plant.—Ada Mfg. Co.

Okeene, Okla.—It is reported that the Farmers Elevator Co. may lease its elevator for the coming year.

Strong City, Okla.—The Thomas Mfg. Co. of Thomas will build an elevator at this station, according to recent reports.

Weatherford, Okla.—The elevators of the Weatherford Mfg. Co. are being overhauled and general repairs are being made.

G. L. Godfrey was appointed scale inspector for the Oklahoma Grain Dealers Ass'n at its last meeting, May 19, 20.

Oklahoma City, Okla.—Frank Foltz will represent the Simonds-Shields Grain Co. of Kansas City, Mo., in Oklahoma territory.

Gracemont, Okla.—We have put in new driveways and will make repairs in machinery.—C. A. Downing, mgr. Chickasha Mfg. Co.

Sharon, Okla.—The Farmers Shipping Ass'n is building an 8,000-bu. elevator, equipped with complete line of up-to-date machinery.

Porter, Okla.—The elevator of Bower & Brown has been closed for two weeks for necessary repairs. Mgr. T. B. Elmore will take a vacation for the time being.

Ashley sta. (Ingersoll p. o.), Okla.—We are improving our elevator at this station and may build two or three new houses this season.—Alva Roller Mills, Alva.

Bison, Okla.—John Herrian has succeeded C. A. Lovell as mgr. for the El Reno Mill & Elevator Co. at this station, Mr. Lovell having been promoted to the El Reno office.

Cleo, Okla.—The repairs on the elevator of the Choctaw Grain Co. have been completed and the elevator is ready to take care of the new crop. Sam N. Baxter is mgr.

Hillsdale, Okla.—C. A. Marquis is now mgr. for the Randels & Grubb Co. and H. N. Raikes is mgr. of the Guthrie Mill & Elevator Co.—L. E. Jones, mgr. Choctaw Grain Co.

Lockridge, Okla.—We are now in charge of the elevator recently bot of the Lockridge Grain Co. and have retained A. Comstock as mgr. The Johnson Grain Co. is our only competitor.—El Reno Mill & Elevator Co.

Davidson, Okla.—While working on the new elevator of Donahoo & Robey, Mr. Robey was painfully injured when struck by a heavy piece of falling timber. He is reported to be on the road to recovery, altho still confined to his home.

Lawton, Okla.—We have incorporated as the Lawton Grain Co. with a capital stock of \$5,000. Our officers are Frank E. Humphreys, pres.; Waller Russell, vice-pres., and myself, sec'y and mgr. The Lawton Mill & Elevator Co. has gone out of business.—F. E. Humphreys.

Garber, Okla.—The Kingfisher Mill & Elevator Co. has overhauled its elevator and installed an automatic scale. The Garber Mill & Elevator Co. has relined all the shafting and machinery and Thorp Bros. have overhauled their elevator and installed a 15-h.p. gas engine.

Hugo, Okla.—The Hugo Mill & Elevator Co. has been organized by Ed. King of this city; J. L. Ford, Shawnee; M. E. Jones, Ada, and R. H. Cramer of Shawnee, all of them being experienced grain men. An elevator will be built on a 140x320 ft. lot, the house being 140x60 ft.

Manchester, Okla.—G. T. Price has bot the elevator of the Manchester Mill & Elevator Co. and the Mauch Grain & Elevator Co. will operate its plant which has been operated for the last year by the Deer Creek Elevator Co. under lease. I am agt. for W. M. Miller & Sons.—Geo. W. Morris.

Braman, Okla.—We have given our elevator a thorough overhauling, put in cement hopper bottoms, new dumps, new scale timbers and platform and covered the elevator with galvanized iron. We are in first class shape for the new crop.—E. E. Lambdin, agt. Blackwell Mill & Elevator Co.

Supply, Okla.—I am now agt. for the C. B. Cozart Co., having been transferred from the elevator at Pampa, Tex. E. B. Burdick, former agt. here, is now in the hardware business in Wichita.—S. M. Owen.

Oklahoma City, Okla.—The following district meetings were held by the Oklahoma Grain Dealers Ass'n, to "plan ways and means for the handling of the generous crop in prospect": El Reno, June 1; Frederick, June 2; Clinton, June 3; Woodward, June 4, and Enid, June 5. Sec'y Prouty was in charge.

Kingfisher, Okla.—I have resigned as mgr. of the El Reno Mill & Elevator Co. and have taken charge of the plant I recently bot. I have installed a Richardson Automatic Scale, 15-h.p. motor and have put a new concrete foundation under the scales. In fact, I have thoroughly overhauled the whole house.—M. E. Pennington.

Stecker, Okla.—We have bot the elevator of the Pond Creek Mill & Elevator Co. at this station and will operate it under our own name. The elevator is equipped with a 25-h.p. gas engine, 1,000-bu. per hour sheller and gyrating cleaner and feed mill and has a capacity of 25,000 bus. We paid \$6,000 for the plant.—J. M. Giddings & Co.

Mountain View, Okla.—J. H. Hollister & Sons have bot the elevator and chop mill of J. W. Graves and are operating them. The Chickasha Mfg. Co. is repairing and painting its elevator here and will be in good shape to handle the new crop. The plant of the E. L. Campbell Gin & Grain Co. is closed and no grain will be handled by the company this year.—D. E. McBride.

New members of the Oklahoma Grain Dealers Ass'n announced by Sec'y Prouty are Arthur Cowan, Oklahoma City; Custer Milling Co., Custer City; Frederick Grain Co., Muffin & Co., and C. N. Tillman, Frederick; Kingfisher Mill & Elevator Co., Kingfisher; Haskell Mill & Elevator Co. and Midland Grain Co., Haskell; McCafferty & Thorp, Enid; K. H. Clark, Blair; J. J. Brown, Lawton; and Frank Loeser, Amorita.

Gracemont, Okla.—Little Artie Mae Davis, while playing with other children in the R. I. railroad yards near the elevator of the Chickasha Mfg. Co., May 29, was struck by a freight car when she attempted to cross the tracks to pick flowers, and dragged a distance of 30 ft. The accident happened at 8 a. m. and the child's body was nearly cut in two, but she was conscious when picked up and lingered until almost noon.—A. C. Downing, mgr. of the Chickasha Mfg. Co.

## OREGON.

Portland, Ore.—R. J. Patterson and T. W. Smith, who recently retired from the Albers Bros. Mfg. Co., have returned for a long European trip and expect to engage in the grain business on their own account.

Portland, Ore.—On June 1, the California & Oregon Grain & Elevator Co. was succeeded and absorbed by the Globe Grain & Mfg. Co. of California. Under the new name but with the same general policy and directorate, the business of old company will be continued, with offices here and at Spokane, Wash.—John H. Noyes, mgr. Portland Branch, Globe Grain & Mfg. Co.

## PENNSYLVANIA.

Pittsburgh, Pa.—C. E. Bennett with R. S. McCague has applied for membership in the Grain & Hay Exchange.

Pittsburgh, Pa.—Moore, Leonard & Lewis have recently enlarged their grain dept. and B. F. Wilson is in charge.

Bangor, Pa.—The Flory Mfg. Co. has put its new plant into operation. The house replaces the one burned July 31, 1913.

Nashville, Pa.—I have bot the warehouse of Geo. Sprekel and will do a regular grain, flour and feed business.—H. J. Rahe.

Pittsburgh, Pa.—A. E. Masten & Co. have established a cash grain dept. and have also increased their facilities for the transmission of prompt and accurate quotations on cash grain.

Belle Valley, Pa.—Frank Schrimper & Sons have bot the elevator of W. D. Ripley.—M.

Swatara Sta. (same as Zerbe), Pa.—The mill, elevator and coal yards of Curry & Sons, burned at 11 p. m., May 30; loss \$75,000; partly covered by insurance. The fire was beyond control when discovered in the basement of the plant.

## PHILADELPHIA LETTER.

W. H. Jenkins and Keusch & Schwartz, Inc., have applied for membership in the Commercial Exchange.

Wm. Geo. Hill, for many years in the grain exporting business, and a member of the Commercial Exchange since 1902, died at Smyrna, Del., Mar. 17. His death was very sudden and was a sad surprise to his many friends.

The firm of Warr & Canby is not now in existence at this market, Mr. Warr and Mr. Canby both being deceased. As far as I know they have no successors in the business.—A. B. Clemmer, sec'y Commercial Exchange.

Shane Bros. & Wilson, new owners of the Milbourne Mills, have decided to convert an acre tract of land into a park for their employees. Tennis courts, baseball grounds, etc., will be laid out and later a reading room and gymnasium will be built.

## SOUTH DAKOTA.

Alpena, S. D.—The elevator of A. H. Betts has been closed for the season.

Canova, S. D.—The elevator of the Independent Grain Co. has been sold.

Lebanon, S. D.—I may overhaul my elevator later and install a cleaner.—C. E. Bjornson.

Egan, S. D.—Work is progressing rapidly on the elevator of the F. M. Tusia Grain Co.

Parker, S. D.—The elevator of the Reedy Grain Co. is being repaired and improved.

Henry S. D.—The Farmers Union Elevator Co. has let contract for a 30,000-bu. ironclad elevator to T. E. Ibberson.

Huron, S. D.—We expect to build a 30,000-bu. elevator in connection with our mill this season.—Huron Mfg. Co.

Warner, S. D.—The Columbia Elevator Co. is wrecking its office building and will build a more modern one on the site.

Marion, S. D.—The Farmers Elevator Co. will build a large elevator to replace the two small ones it is now operating.

Davis, S. D.—The elevator of A. A. Truax Grain Co. is closed and I am out of the grain business at present.—John DeVries.

Worthington, S. D.—The elevator of A. H. Betts burned recently and the fire spread to an adjoining elevator, which was also destroyed.

Murdo, S. D.—It is now reported that Laton Bros. have leased the elevator of T. E. Lemon which was recently reported as sold to Mr. Frederickson.

Stickney, S. D.—O. I. Fergers has bot the elevator of John Burbeck and will overhaul it. It has been closed for a year.—A. P. Monell, agt. Wait & Dana.

Ferney, S. D.—The Farmers Elevator Co. is reorganizing and will operate on the co-operative plan.—C. J. Tollefson, Agt. Gt. Western Grain Co., Stratford.

Strandburg, S. D.—The Pacific Elevator Co. has been painting its elevator and coal sheds and will probably do some repairing.—A. Fors, mgr. Farmers Grain & Lbr. Co.

Newark, S. D.—We are organizing a farmers elevator company and have the stock nearly all sold. We will build or buy an elevator. Have not elected officers yet.—W. C. Bailey.

Britton, S. D.—The elevator of the Powers Elevator Co. was struck by lightning June 3, but the rain that followed the electric storm put out the fire and the loss only amounted to \$75.

Appleby sta. (Watertown p. o.), S. D.—I will enlarge my elevator at this station by erecting a 22x28x35 ft. cribbed addition. I will install a Fosston Cleaner, a 15-h.p. gas engine and all up-to-date machinery.—Bernard Schmit.



Roswell, S. D.—Officers of the recently reorganized Farmers Elvtr. Co. are J. S. Perry, pres.; H. T. Walters, sec'y; E. O. Ivatrud, auditor and Delbert Brown, mgr.

Clear Lake, S. D.—The addition to my elvtr. now under construction is of cribbed construction and 32 ft. high, with a capacity of 17,000 bus. It is located on the C. R. & P. adjoining the old house and will be on the site of the old flat warehouse.—Oscar Carlson.

Grover, S. D.—Our new elvtr. will be equipped with a 10-hp. engine, 2 stands of elvtrs., manlift, Invincible Cleaner and Richardson Automatic Scale. All bins will be hoppers and the house will be operated in connection with the old elvtr. T. E. Iberson had the contract.—Farmers Elvtr. Co.

De Smet, S. D.—The elvtr. of the Farmers Co-operative Ass'n was struck by lightning at 7:30 p. m., June 3, and burned to the ground; loss on stock and 13,000 bus. of grain, \$8,500; insurance, \$10,000 on stock and \$3,000 on building. The company has let contract for a 40,000-bu. elvtr. equipped with up-to-date machinery.

### SOUTHEAST.

Norfolk, Va.—The Chamber of Commerce has inaugurated a system of compulsory inspection of all hay and grain received.

Decatur, Ala.—We recently changed our name from Lynnville Mill & Elvtr. Co. to the Decatur Mill & Elvtr. Co., and also increased our capital stock to \$50,000. We do not operate a plant at Lynnville now, as we lost our plant there by fire about two years ago and did not rebuild. We have just completed a plant at Boyles, Ala., which is a suburb of Birmingham, Ala., and this plant is a partnership business, and is run under the firm name of Smith Bros. & Co. We will soon install an alfalfa feed plant here in Decatur, and run same in connection with our flour and corn mill.—R. M. Smith, mgr.

Savannah, Ga.—Following the recent refusal of W. R. Davis, inspector for the Grain Exchange of the Board of Trade to inspect grain for Board of Trade members who were not members of the grain exchange, the city authorities have appointed D. M. Beggs as official grain and hay inspector and weigher. Mr. Davis holds that he is paid by the grain exchange alone and is employed by them and that it is an injustice to that body to do inspecting for outsiders. The city, however, contends that the inspector of the grain exchange is not qualified to give certificates of weight and inspection, not being an officer either of the city or of the state. It is said legal steps may be taken in case he continues to perform the duties of inspector.

### TENNESSEE.

Columbia, Tenn.—The Columbia Mill & Elvtr. Co. will install new machinery.

### TEXAS.

Dallas, Tex.—Henderson & Co. is a new grain firm at this market. C. M. Henderson is interested.

Cleburne, Tex.—We are entering the grain brokerage business at this point.—A. F. Moffitt & Co.

Elmer (no p. o.), Tex.—We are building an elvtr. at this station.—G. W. Kemp Grain Co., Chillicothe.

Floydada, Tex.—We are rushing the work on our elvtr. and expect to have it ready July 1.—Marshall Grain Co.

Truscott, Tex.—The elvtr. now under construction for C. L. Ledwig will have a capacity of 8,000 bus. and will cost \$2,700.

Greenville, Tex.—McAdams & Moore and J. F. Phillip are out of business and have no successors here.—Weathers Grain Co.

Groom, Tex.—John Fraser and A. G. Osborn have formed a partnership and will operate portable elvtrs. at Boydston and Jarichs, blind sidings near here. The firm name will be Fraser & Osborn.

Krum, Tex.—I am now with the Krum Mill & Elvtr. Co.—Rolfe J. Walton.

Pampa, Tex.—S. M. Pipkin has succeeded me with the C. B. Cozart Grain Co.—S. M. Owen, agt. for same company at Supply, Okla.

Glazier, Tex.—I will build an 8,000-bu. elvtr. here equipped with all modern machinery.—O. W. Hutchinson, Shattuck, Okla.

Sanger, Tex.—Wiley Grain Co., incorporated; capital stock \$2,000; incorporators, J. B. Wiley, B. G. Vaughn and C. S. Henderson.

Goree, Tex.—W. P. Edwards, prop. West Texas Supply Co., has succeeded me, having bot out the Goree Grain Elvtr.—J. B. Wadlington.

Whitesboro, Tex.—We are adding an elvtr. leg and cleaner to our warehouse equipment and expect to reclean all our oats before shipment.—Sadler & Shelton.

Belton, Tex.—We now have under construction a 100 ft. warehouse as well as elvtr. extensions preparatory to the installation of an oat clipper and grain cleaner.—Belton Mill & Grain Co.

Gainesville, Tex.—The Whaley Mill & Elvtr. Co. is building a 100,000-bu. concrete elvtr. in connection with its mill at this station and an elvtr. of the same capacity at Paris.—Sadler & Shelton, Whitesboro.

Bishop, Tex.—We are now operating our new elvtr. and mill and are handling shelled corn and oats and grinding meal and chops which we are selling locally and in car lots. We have succeeded the Bishop Ice & Cotton Co.—Bishop Mfg. Co.

Dallas, Tex.—The new 35,000-bu. concrete elvtr. of the Stanard-Tilton Mfg. Co. has been completed. The plant includes a 30x40 ft. working house 110 ft. high, equipped with all up-to-date machinery, and 14 concrete tanks 19 ft. inside diameter and 85 ft. high, with interstice bins. The Finton Construction Co. had the contract.

### FORT WORTH LETTER.

The Dorsey Grain Co. will represent the Simonds-Shields Grain Co. of Kansas City, Mo., at this market.

The Doggett Grain Co., of Dallas, is operating the elvtr. formerly operated by the Texas Grain & Elvtr. Co.

Harry Johnson has entered the grain brokerage business. He will represent W. L. Green Com's'n Co. of St. Louis.

Over 20 new members were added to the Texas Grain Dealers Ass'n ranks during the recent annual meeting of the ass'n.

Glen Walker, mgr. of the Millers Mutual Fire Ins. Co., has gone abroad for a vacation. He will visit England and France before coming home.

Robinson Bros., Austin; M. E. Oden & Co., Timpson, and the Hidalgo County Grain Co., Donna, have been added to the membership roll of the Texas Grain Dealers Ass'n.

The executive com'te of the Texas Grain Dealers Ass'n has appointed C. R. Terry, Corsicana; Ben E. Clement, Waco, and Bert K. Smith of Fort Worth on the Arbitration com'te.—H. B. Dorsey, sec'y.

The elvtr. formerly operated by Stowers Grain Co. is not being operated now. W. P. Stowers has withdrawn from the firm and has entered the brokerage business. An attempt is being made to reorganize the company.

The Julian A. Ivy Grain Co. has moved its downtown office to its elvtr., which is operated as the Walker Grain Co., J. L. Walker being the owner of both concerns. B. D. Darby will remain in charge of the Julian A. Ivy Grain Co. business.

During the annual meeting the following were appointed as a com'te with power to act, for the purpose of arranging, if possible, for the inspection and adjustment of scales: E. W. Crouch, McGregor; J. N. Beasley, Amarillo; A. B. Crouch, Temple; L. F. Cobb, Plainview, and H. B. Dorsey, Fort Worth. This com'te is now actively engaged in trying to solve this problem.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

The E. G. Rall Grain Co. will operate the old Empire Elvtr. on the Frisco Ry.

We are completing a 100x100 ft. addition to our warehouse which will give us a storage capacity for sacked grain amounting to 100,000 bus.—Smith Bros. Grain Co.

### WASHINGTON.

Tacoma, Wash.—The Leith Warehouse & Grain Co. of Lind, has leased a grain warehouse on the Milwaukee waterway.

Olympia, Wash.—The warden of the state penitentiary has placed 1,000,000 jute grain sacks on the market at 8½c each; but, to date, is said to have sold only 63,000.

### WISCONSIN.

Oshkosh, Wis.—I have bot the hay and grain business of John Dolphin and will operate it.—J. E. Allar, Colby.

Marshfield, Wis.—S. Rasmussen of Big Falls, succeeded Wm. Krause as mgr. for the H. E. McEachron Co., June 1. Mr. Krause may go into business on his own account.

Osceola, Wis.—The plant of the Osceola Mill & Elvtr. Co., burned at 2 p. m., May 26, loss \$40,000; partially covered by insurance. The blaze is shot to have been due to defective wiring.

Watertown, Wis.—Chas. Mulberger, pres. of the Globe Mfg. Co. and well known to the grain and mill interest in this section, has announced his candidacy for state senator on the Democratic ticket.

### SUPERIOR LETTER.

The annex Elvtr. "X. S." of the Gt. Nor. Elvtr. Co. was unroofed in the heavy storm of May 26 and considerable damage is reported.

A com'te has been appointed by the Chamber of Commerce to investigate and report on the matter of bringing about a lower tax rate on grain stored in the elvtrs. of this state, the tendency on the part of the elvtr. companies being to store in Duluth where the taxes are much lower. Geo. E. Hudnall is chairman of the com'te.

The new elvtr. of the Cargill Elvtr. Co., to replace the Belt Line Elvtr. "M" burned Apr. 25, will be essentially a working house with a capacity of approximately 350,000 bus. and a handling capacity of about 80 cars per day. The construction will be entirely of timber and it will be completed in time to handle at least a good portion of this year's crop. The Barnett & Record Co. has the contract.

### MILWAUKEE LETTER.

R. W. Pierce, a member of the Chamber of Commerce since 1869, and probably its oldest member, died June 7th, at the age of 93.

Receipts of corn and oats good at present. Chief Inspector Breed reports quality good and corn testing 13 to 13½% as a rule.—H. A. Plumb, sec'y.

A new member of the Chamber of Commerce is A. B. Meyers. The estate of H. Germain and Carl B. Mueller have posted their memberships for transfer.

The Interstate Commerce Com's'n has suspended until Oct. 4 the tariff issued by the Central Freight Ass'n which proposed to eliminate the application of reshipping rates on grain from Milwaukee via Manitowoc to eastern trunk line territory.

Traffic Mgr. Geo. A. Schroeder of the freight bureau of the Chamber of Commerce has been notified by the Interstate Commerce Com's'n that a hearing will be held July 10 in the U. S. Court rooms, before Examiner Brown, in regard to switching rates at this market on the C. M. & St. P. R. R.

The Supervisors of grain inspection and weighing have recommended to the Directors that the rules for the inspection of corn be amended to conform to the standardized Government grades, to go into effect July 1, 1914. The Directors will act on these recommendations at the regular meeting on Tuesday, June 9th, and will unquestionably adopt them entire.—H. A. Plumb, sec'y Chamber of Commerce.



## Crop Improvement.

IN THE UNITED STATES there are 273 county agencies working for the improvement of crops. This number is steadily increasing, which fact speaks well for the benefit that is being derived from them. In 1913 reports from 156 of these agencies show the agents had advised in the management of 3,941 farms, analyzed 2,939 farms, made working plans for 2,105 farms and worked out rotation plans for 2,293 farms and drainage plans for 425 farms. A conservative estimate of their value to crop producers for the year is more than one and a half million dollars.

MORE AND BETTER GRAIN is produced on stock farms than on exclusive grain farms, according to experiments covering a period of five years on 20 farms in 19 counties in Iowa. The experiments were conducted in connection with the agricultural experiment stations without regard to any particular industry or trade and showed that the stock raising bettered the soil to a great extent. On 10 stock farms and an equal number of grain farms it was shown that the production of corn was on the former 52 bus. per acre, compared with 38 bus. on the latter, that oats yielded 39 bus. compared with 32 bus., and that clover hay made 2.2 tons against 1.2 tons.

BARLEY should be grown in uniform variety thruout a certain community to get the best marketing results according to those who are informed on the subject. It is grown principally for two purposes, namely, malting and feeding. The marketing value of feeding barley is determined by the physical quality, cleanness and soundness of the grain, but for malting uniformity of germination and endosperm reduction are considered. If barley from one farm is deficient in either size or kernels or endosperm reduction it contaminates the grain of the whole community when mixed at the elevators even tho the grain itself may have an equal germination vitality.

CORN TESTING is highly profitable for farmers, according to L. O. Wise, agricultural agent of Wright county, Ia. In a large number of letters sent to farmers and school teachers in February of this year, from his office, results showed for the teachers that the corn was 71 per cent strong, 15 per cent weak and 9 per cent dead, and for the farmers 86 per cent strong, 5 per cent weak and 3 per cent dead. At the rate of 10 per cent dead or weak corn, one tenth of every acre would not yield or in 100 acres 10 acres would not be producing corn, and again with 3 per cent dead corn, which would mean two ears out of every hundred, there would be a loss of 8.52 bus. per acre because of neglect of testing.

WEED SEEDS can be eradicated only by stopping the sowing of them, and this can only be accomplished by the thoro cleaning of the seeds before planting. In clover seed, which is 99 per cent pure, there may still be 140,000 weed seeds to the bushel, and in timothy 600,000. In sowing 10 pounds of clover to the acre and in sowing a peck of timothy seed to the acre it means a possible 150,000 weeds to the acre, or twice these numbers if the seeds are only 98 per cent pure. Weed seeds may not be the only form of impurity. It sometimes happens that as high as 25 per cent of the total number of seed are blighted and imperfect due to immaturity. Tests should be made to eliminate these as well as the weed seeds. A good method of detection is to put the finger into the seed under a strong light

or pour the sample on some white paper and count the imperfect seeds in a certain number of them.

WHEAT SICK SOILS are explained and analyzed by Prof. H. L. Bolley, Fargo, N. D., in bulletin No. 107 recently issued. Prof. Bolley, who is an authority on crop diseases, says that most farmers have not worn out the mineral fertility of the soil, spoiled its texture, or filled it with poisonous toxins but merely worked it in an unsanitary manner. He concludes by advising crop rotation, tillage, and purified farm manures applied to the proper crops as a cure.

## Improving Winter Wheat.

With the idea of improving cultural methods and standardizing the growing of winter wheat in the 12 states that produce this grain, the Crop Improvement Com'te, Council of Grain Exchanges of Chicago, has recently inaugurated a campaign among the farmers, millers, bankers and grain dealers. A poster entitled "More and Better Wheat" has been sent out by the com'te to the bankers, millers and grain dealers to work up interest in the movement and to get these men to purchase a supply of the posters and distribute them among the producers. Newspaper publicity will be utilized as the campaign progresses.

Those in charge of the movement believe that it will be possible to get the farmers, millers and grain dealers to meet in each grain center and follow the suggestions that are made by the improvement com'te. As it is at present each farmer is growing a different kind of wheat, the kind being decided by his own judgment. As a result the miller is face to face with the necessity of handling these different kinds of wheat in the production of flour and of manufacturing the best product possible. Under the proposed plan the wheat would be uniform in quality according to the kind best adapted to each locality.

It is argued with a great deal of reason that this standardizing would greatly facilitate the handling of wheat for both the shippers and grain elevator men in that the former would ship in carload lots with less inconvenience and the latter would not need so many small bins.

## Non-Resident Ass'n of Chicago Board Wants All Eligible Members.

In order to facilitate a membership campaign which is soon to be carried on, the Ass'n of Non-Resident Members of the Chicago Board of Trade chose George W. Cole of the George W. Cole Grain Co., Bushnell, Ill., as pres., and Ralph Hasenwinkle of the Hasenwinkle Grain Co., Bloomington, Ill., as sec'y. by mail. The directors will meet in Chicago sometime in June for the ratification of this election and will doubtless take up other matters pertinent to a membership campaign at that time.

Already considerable interest has been taken in the ass'n, tho as yet it has been impossible for the officers to do any active work owing to the recent movement of grain and large volume of future business. Members at Omaha expect to enlist their full number of Chicago Board of Trade men in the ass'n. It is the object of the officials to acquaint everyone eligible to membership with the work of the organization and to get every non-resident member to join if possible.

## Tracy L. Cockle Now Grain Receiver.

Starting in business auspiciously on the eve of the harvest of the Southwest's greatest wheat crop, the new Whitmore-Cockle Grain Co. at Kansas City, Mo., has a bright future before it.

Tracy L. Cockle, whose portrait is given herewith, will have entire charge of the business, being associated as sec'y and treas. with W. D. Whitmore, pres., and R. H. Whitmore, vice pres.

Mr. Cockle started in the grain business in 1898 as office boy with Bartlett, Frazier & Co., Chicago, advanced thru the cash grain department, three years later being admitted to membership in the Chicago Board of Trade, where he worked under C. B. Pierce, wheat specialist of the firm, who, in 1903, sent him to Kansas City to buy wheat. He has resided at Kansas City continuously since with the exception of two or three short intervals, during which time he was sent to Milwaukee in the interests of the firm and later to Omaha as its representative.

In 1908 when the Kansas City office of the firm was closed Mr. Cockle went with the Thresher-Fuller Grain Co., and during the past year has been with the Terminal Elevators. The new company has taken a suite of offices in the Board of Trade and will make consignments a specialty, handling cash grain on commission.



Tracy L. Cockle, Kansas City, Mo.



## Ohio Dealers Will Meet at Cedar Point.

Cedar Point on Lake Erie, for many years the favored meeting place of the Ohio Grain Dealers Ass'n, has again been chosen for the 35th annual meeting and reunion of the Ohio dealers to be held June 17 and 18.

The Cedar Point Resort Co. has extended to the dealers the same courtesies and reasonable rates as in former years. Headquarters will be at the Breakers Hotel, shown in the engraving. In the business and social features the grain men will be joined by the Ohio Millers State Ass'n, holding its annual outing on these dates. The program follows:

**Wednesday, June 17, 9:30 A. M.**

Address of Welcome, by Jas. A. Ryan, of Sandusky.

Response, by H. S. Grimes, of Portsmouth.

Reading of minutes of last annual and semi-annual meetings.

President's Address, by E. C. Eikenberry, Camden, O.

Report of Sec'y-Treas., by Jos. W. McCord, Columbus.

Appointment of Com'ites on Resolutions, Auditing and Nominations.

"Our Departed Members," by H. W. Robinson, Greenspring, O.

"Functions of Speculation in the Distribution of Farm Products," by J. C. F. Merrill, sec'y Chicago Board of Trade.

Address "The Miller and the Grain Dealer" by Mr. A. Buckeye Miller of Uneeda, O.

"The National Ass'n," by Chas. Quinn, sec'y G. D. N. A., Toledo.

"The Miami Valley Grain Dealers Ass'n," by E. T. Custerborder, sec'y, Sidney, O.

"The Buckeye Grain Ass'n," by Will E. Schlientz, sec'y, Eldorado, O.

"The Northwestern Ohio Grain and Hay Dealers, Producers and Shippers Ass'n," by H. P. McDonald, sec'y, Lima, O.

"The Northwestern Ohio Millers and Grain Dealers Ass'n," by Emery Thierwichter, Oak Harbor, O.

**Thursday, June 18, 9:30 A. M.**

"Co-operation," by T. P. Riddle, Lima, O.

Subjects for Discussion: Federal Supervision of Grain Inspection; Increased Revenue for Railroads; Proposed Charge for Spotting Service.

Auditing Com'ite Report.

Resolutions Com'ite Report.

Election of Officers.

Adjournment.

Entertainment and social features will be many and varied. On Wednesday

evening the dealers will be the guests of the Cedar Point Resort Co. at the Coliseum Ball Room, the official badge of the Ass'n admitting all to the ball room floor. On Thursday morning the ladies and children will be the guests of the Resort Company for a delightful boat ride on the lagoon.

Dealers going to the meeting can reach Cedar Point on the evening of June 16 by the different rail lines from all points in Ohio. Those traveling by way of Columbus can leave that city at 7:30 a. m., or 5:30 p. m. via Pennsylvania line. The Big Four, L. E. & W. and L. S. & M. S. all reach Sandusky about the middle of the afternoon.

## The Cedar Point Resort.

Cedar Point stands easily first among the summer resorts on the Great Lakes, having the largest bathing pavilion and the largest dance pavilion in the world. It is said that no other place compares with it in popularity, comfort, pleasure and health giving qualities. Its hundreds of acres of matchless virgin forest, hotels and pavilions are all under one management, insuring to every visitor the maximum of pleasure at the minimum of cost.

Among the attractions are the large summer hotel shown in the engraving, exhibit building, coliseum, family cottages, shady walks, miles of picturesque lagoons, board walk and esplanade, Ohio State University Experiment station, fishing grounds and three palatial passenger steamers.

OATS movement is now of sufficient volume to prevent a further rapid depletion of the visible, and unless damage reports become insistent, it is likely that prices have reached their maximum for some time. Barring unfavorable weather conditions, changes should be fractional in character. Spot offerings are without pressure and prices well held, but the demand does not indicate a normal consumption in the Eastern territory.—L. W. Forbell & Co.

## Inspection Fee at Chicago To Be 50 Cents.

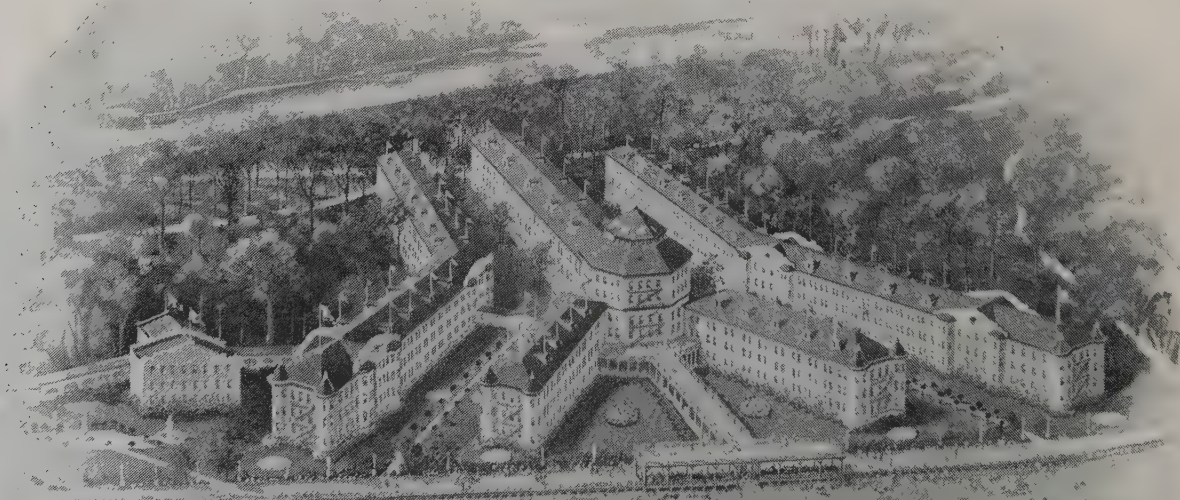
Owing to the excess of expenditures by the state grain inspection department over its receipts from Dec. 1, 1912, to May 1, 1914, which amounted to \$60,052.50, a fee of 50c per car for "in" inspection and 50c per thousand bus. for "out" inspections will be charged after July 1, according to an order issued by the State Public Utilities Commission May 29 and entitled the "Conference Ruling." The order was made upon the recommendation of Commissioner Frank H. Funk after a meeting with representative grain men in the Commission's audience room at Chicago May 27.

In opening the hearing Commissioner Funk stated briefly what the deficit was, that it was increasing rather than decreasing, and that had the fee of 50c per car been charged for the period from Dec. 1, 1912, to April 1, 1914, they would have a surplus of only a little over \$5,000 in the department. He invited suggestions and criticisms from those present.

Lee G. Metcalf, pres. of the Illinois Grain Dealers Ass'n, opened with the assurance to the Commission that the grain men of the state were not opposed to the increase but wanted a thoro record of car conditions and seals. He asked that the physical condition of the car upon arrival in the outer yards be shown on the certificate and that moisture tests and grading information be given, as this was of the greatest importance to the country shipper.

John P. Gibbons, head of the inspection department, said a record was already kept and available to any one writing for it and that the greatest drawback was the specific appropriation made by the legislature for the department.

H. W. Danforth, pres. of the Illinois Farmers Grain Dealers Ass'n, raised the question as to the distrust of accuracy of the state department by the Chicago Board of Trade in maintaining a separate inspection department which charged 35c per car. His misunderstanding was cleared away by Adolph Gerstenberg,



The "Breakers" Hotel Cedar Point, where Ohio Dealers Meet.



chairman of the grain com'te of the board, when he explained that the state's inspection was final on grades but that the board reserved under private contract the right to examine the grain. Samples were used also that the board could operate more cheaply, as the grain com'te serves without pay.

S. W. Strong, sec'y of the Illinois Grain Dealers Ass'n, emphasized the importance of getting a record of seals at the time of inspection. Mr. Gerstenberg voiced a complaint on the part of Chicago dealers when he asked that the commission work to get certain cities of the state like Peoria and Cairo under the jurisdiction of the commission as are Chicago and East St. Louis.

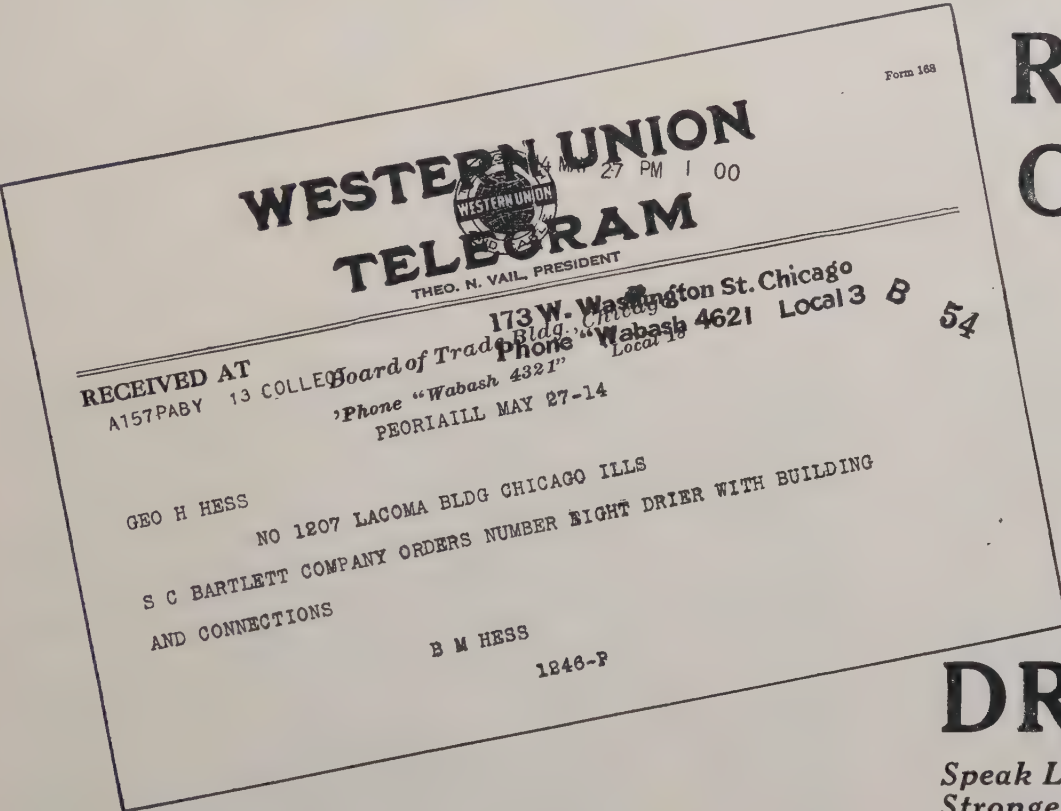
In concluding the meeting Commissioner Funk assured the dealers that ev-

ery thing possible would be done to follow the suggestions presented and expressed the hope that such gatherings would be more frequent in the future. He said that a special effort is now made to get the railroad to set cars on certain tracks for inspection and that a trial at getting the record of car seals would be made. The dealers for their part were satisfied with this promise and feel that this information will greatly aid in the filing of claims against the railroads. Thruout the meeting they expressed approval of the department's work and a desire for further co-operation between dealers and officials.

E. M. Wayne of Delavan, Ill., took part in the discussion, and S. C. Taylor of Kankakee also was present as one of the com'te of Illinois Grain Dealers Ass'n.

THE McFADDEN, Weis-Kyle Rice Milling Co., Beaumont, Tex., was recently fined \$100 and cost for an alleged violation of the Pure Food and Drugs Act. Examination of a shipment made by the company showed that it was marked rice and was really rice coated with glucose and talc and that a false weight was also marked on the bags containing shipment.

THE WORLD'S available supply of cash wheat is decreasing very rapidly, which is only natural at this season of the year, and is causing a good demand for cash wheat. Such advances as are experienced must be expected from time to time, but on all of these advances we believe the offerings of what will be so heavy that no advance of any consequence can be expected for some time.—Rumsey & Co.



## Repeat Orders

FOR

## HESS DRIERS

Speak Louder than the  
Strongest Testimonials

This drier will dry and cool 36,000 bushels of corn daily.

This is the **Ninth Hess Drier** supplied by us to Bartlett Frazier & Co. and their associated "houses," within ten years.

We make it a rule so to deal with our customers that their **repeat orders** come to us without urging.

Ask us about **Grain Driers**. Wire, telephone, or write.

## Hess Warming & Ventilating Company

### 907 Tacoma Building, CHICAGO

A new circular is ready describing our New Out Door Grain Conditioner. Takes up **no room** in the elevator—requires no power—uses no steam. Costs little and saves a lot.



## Supply Trade

"An epitaph in the cemetery of failure: He couldn't see the man at the other end of the bargain."—O. S. Marden.

Mattoon, Ill.—Mattoon Grain Conveyor Co. reports among recent orders received, those from Crossville Grain Co., Crossville, Ill.; Kinsey Bros., Urbana, Ind.; Farmers Grain Co., Story City, Ia.; Fayette Grain Co., Washington Court House, O.

Wichita, Kans.—One of the biggest purchases of automatic grain scales ever made in this country by one concern was the fifty automatic scales recently purchased by the Kansas Flour Mills Co. for installation in as many of its country stations.

Duluth, Minn.—The district office of H. W. Johns-Manville Co., New York City, has been moved to larger quarters at 327 W. First St., in order that the greatly increased business might be properly cared for. The new office is on the ground floor with large and excellent windows for the display of many products of this company's well known and varied lines.

Milwaukee, Wis. -- Faustin Prinz, founder of the Prinz & Rau Mfg. Co. on May 1st, completed fifty years of service in the milling industry. During his life, which was started in Tyrol, Austria, in 1851, Mr. Prinz has invented a number of standard machines found in mills throughout the country, some of the most important, being a dust collector, scourer and automatic milling and receiving separator.

Chicago, Ill.—W. N. Goodman, the genial and widely known representative of the Richardson Scale Co., is leaving his office of many years in Chicago, for a connection with the Sturtevant Mfg. Co. He will be located in London. The many excellent qualities he has displayed makes sure his success in his handling of both sales and engineering work for this large and reputable concern. He is to be succeeded in the Chicago field by N. C. Webster, who has been representing the Richardson Co. in Buffalo, and is himself so well known in the trade as to require no introduction. Mr. Webster is still to maintain his position as secretary of the Canadian Richardson Scale Co.

Chicago, Ill.—The Hess Warming & Ventilating Co. is widely known as being as energetic and progressive in the putting forth of circular matter, as in the actual sales handling of driers, testers, etc. Its latest effort is a well illustrated pamphlet showing all of the products of the Hess factory, the most recent, that is here featured, being the Hess Outdoor Grain Conditioner. It is said to cool heating grain, sweeten musty or fermenting grain, cleanse and brighten dusty and dull grain, and improve the quality generally, operating by concentration of the wind upon it while grain is stirred and moved by gravity. Here is something that every elevator man should and can know about by applying to the Hess Co. for the circular matter covering it. The Hess Co. reports the sale of a Hess Drier with a capacity of 36,000 bushels of corn a day to Bartlett, Frazier & Co. This is a most striking illustration of the efficiency of the Hess Driers, as this is the ninth Hess Drier purchased by Bartlett, Frazier & Co.

Sioux City, Ia.—Complete destruction by fire of the old Grain Exchange Bldg. recently interrupted only a day or so the carrying on of the business of the Younglove Const. Co., now located in new offices at 312 United Bank Bldg. The company was fortunate in the saving of all its recent files, and almost immediately began looking after regular business and giving work under construction its usual prompt attention.

Omaha, Nebr.—The Hall Distributor Co. report many recent orders, among them being the sale and installation of Hall Distributors to the Farmers Co-op. Elevtr. Co., Allison, Ia.; Farmers Grain Co., Fernald, Ia.; Cavitt Bros., Woodland, Ill.; Henry Lesch & Co., Evans Station, Ill.; The Brenham Merc. Co., Brenham, Kans.; Parma Merc. Co., Parma, Mich.; Okay & Pettyjohn, Grant City, Mo.; and one purchased by the Webster Mfg. Co., Tiffin, O.

### Cement Concrete is Watertight.

Extensive experiments are being carried on by the engineering department of the University of Wisconsin to find a simple means of making concrete watertight which will be extremely interesting to the builder of elevators having to set elevator boots below water level. The work is being carried on in the plant of a large cement manufacturer of the west and already has revealed some very interesting facts.

Chief among the results thus far obtained is the successful mixing of one part cement, one and one-half parts of Janesville sand of the torpedo grade, and three parts of Janesville gravel, to a wet consistency so as to resist a water pressure of 40 pounds to the square inch. This same experiment has shown that dry materials are best if obtainable and will mix in less time. By using great care in mixing and proportioning mixtures, one part cement to six parts gravel were made impervious to water pressure. The tests have also shown that a large part of the trouble with cement is due to defective sand or gravel.

### A New Corn Cleaner.

The great advantages of having shelled corn go to the grinding mill free from dirt, dust, silk, cob, straw, chips and nails have created a demand for an efficient cleaner such as that shown in the engraving, which has just been placed on the market by Sprout, Waldron & Co., after a thoro trial in different parts of the country under extreme conditions.

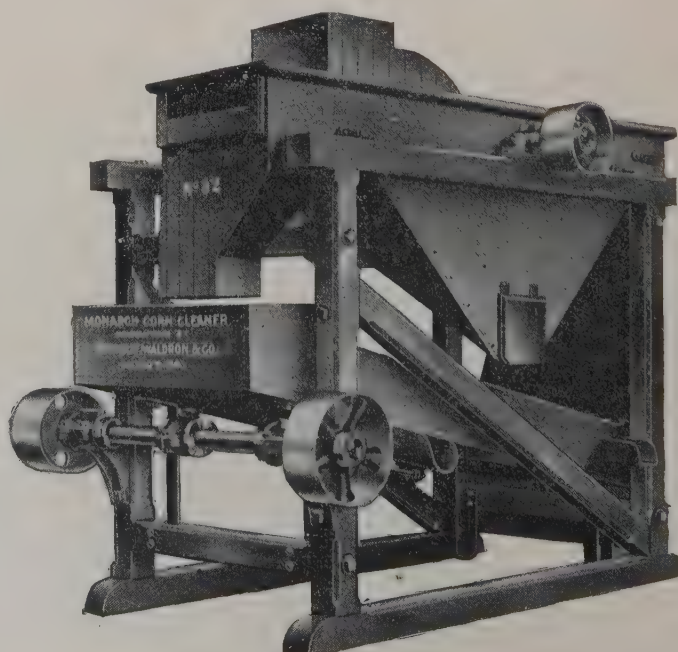
The Monarch Corn Cleaner first removes all the dust as the corn enters the machine, making subsequent operations dustless. A fine meshed screen then eliminates sand and small foreign matter, the corn then dropping thru a screen which retains cobs, straws, nails and gross impurities, which are tailed off at the side of the shaker, the cleaned product being spouted to bin for grinding.

Air suction is controlled by regulating valves and can be made strong enough to remove the light grain if desired, or lessened to remove the foreign substances. When used to take out nails or heavy material that might break the grinding mill the suction may be lessened to remove only the fine floating dust. Such use greatly lengthens the life of a set of grinding plates in the attrition mill. Additional information will be given readers of the Grain Dealers Journal on application to the manufacturers.

I FIND instruction and information in Journal advertisements and look over all the advertisements in each issue of the paper.—G. B. Wills, Alsey, Ill.

THE TENTH ANNUAL meeting of the National Ass'n of Scale Experts will be held in St. Paul, Minn., July 13 and 14. Considerable preparation has been made for the ass'n dinner, which will be held at the Frederic hotel.—J. M. Heinen, sec'y National Ass'n Scale Experts, St. Paul, Minn.

The B. F. Gump Co. have just issued its new catalog No. 70 J, which contains many bargains in Belting Machinery Supplies for elevators, flour and feed mills, also a new Bargain Book of rebuilt second-hand machinery and transmission material. These books will be sent free upon request to any reader of the JOURNAL.



The New Monarch Corn Cleaner.



## Program Indiana Meeting.

The program for the Mid-Summer Meeting of the Indiana Grain Dealers Ass'n, to be held at the Hotel Severin, June 24th and 25th, has not yet been completed nor assignments arranged, however we can give the following outline:

Invocation, Joseph N. Green, Pastor Broadway M. E. Church, Indianapolis, Ind.

Address of Welcome, Mayor Joseph E. Bell of Indianapolis.

Response to Address of Welcome, Maurice C. Neizer, Ft. Wayne, Ind.

Address by President, H. H. Deam, Bluffton.

Appointment of Committees, etc.

Report of Secretary, Chas. B. Riley, Indianapolis, Ind.

Report of Treasurer, Bert A. Boyd, Indianapolis, Ind.

The following addresses will be made but the arrangement of the order has not yet been completed:

"The Importance of Rural Credits as a Means of Improving Indiana Agriculture," Hon. Ralph W. Moss of Indiana, Member of Congress.

"The Function of Speculation in the Distribution of Farm Products," J. C. F. Merrill, Secretary, Chicago Board of Trade.

"The National Association," Chas. Quinn, Sec'y, Grain Dealers National Ass'n, Toledo, O.

"Transportation Matters and Legisla-

tion Relating Thereto," A. P. Husband, Sec'y, Millers National Federation, Chicago.

"Advantages of Co-operation of Grain Dealers and Millers," W. L. Sparks, Terre Haute, Ind.

Other addresses in prospect but not definitely arranged. Subjects of interest to the trade generally will be arranged in docket form.

Entertainment: Ladies are especially invited to attend and arrangements are being perfected for their special entertainment the afternoon of the 24th, with general entertainment for all at the Hotel Severin the evening of the 24th; the entertainment to be under the auspices of the Grain Dealers, members of the Indianapolis Board of Trade.

The entertainment of the ladies contemplates an automobile ride to the Speedway, where a speed contest will be a feature, followed by a luncheon at the Hoosier Motor Club, or one of the other country clubs, returning to the Severin for the evening entertainment.

EATING CORN and corn products causes pellagra, according to the Georgia State Board of Health despite the statement made by a medical man to the contrary. The board says that the affirmative opinion has been held and demonstrated for the past century and advises everyone against the eating of corn bread, grits, hominy or muffins made of corn.

## The Kansas City "Russellers."



"Try the Russell Service with your next Consignment" is a fitting slogan for and typical of the aggressive cleanup business methods of the Russell Grain Co. The firm does a general wholesale grain and hay business and operates an elevator of 40,000 bus. capacity, a chop mill of 3,000 sacks daily capacity and a hay warehouse of 100 cars capacity. It is a member of Kansas City Board of Trade, the Board

of Trade Clearing House and of the Kansas City Hay Dealers Ass'n and National Alfalfa Meal Ass'n.

The engraving shown herewith shows a consignment of alfalfa hay plugged, ready for inspection and sale and also "Two Russellers" who are moving spirits in the business. Mr. Russell, one of the firm, is shown in the outside seat and R. DeArmond, the Traveling Representative, is at the wheel.

## Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

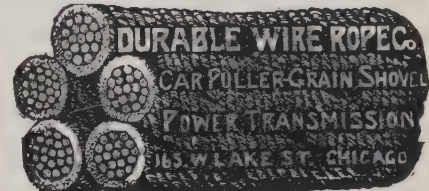
TULLAR ENVELOPE CO.  
67 Larned St. Detroit, Mich.

## Cover's Dust Protector

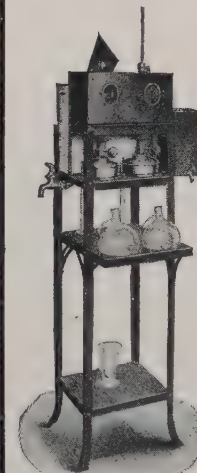
Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

4 Chippewa Ave. South Bend, Ind.



## MOISTURE TESTERS



With Copper Flasks, for gasoline, gas, alcohol or electricity, or with Glass Flasks, for gas or alcohol, conforming exactly with government specifications.

Prices \$30.00 upward.

Free Booklets.  
Instant Delivery.

Sieves, also, for percentages of cracked and broken corn.

HESS WARMING & VENTILATING CO.

907 Tacoma Bldg., CHICAGO

MAKERS OF  
HESS DRIERS

The Original Brown-Duvel  
Tester for Alcohol.  
Price \$32.00.

Ask us for a Free copy of the Federal Corn Grades, printed on heavy board. You'll be sure to want it or reference.

## CERTIFICATE OF WEIGHT

FORM 88 is designed for making a certified statement of the weight of a car of grain and the condition of the car. It has spaces for Date, Car No., Initial, Date Loaded, Number of Pounds, Kind of Grain, Seal Record, Firm Name, and Weigher.

These forms are duplicating and are check bound, 75 originals and 75 duplicates in each book. The original forms are printed on bond paper and are machine perforated so that they will tear out readily. The duplicates remain in the book as permanent record. The certificates are numbered in duplicate. Size 8½x4½ inches. Price with four sheets of carbon paper, 75 cents.

GRAIN DEALERS JOURNAL

315 S. La Salle St.,

CHICAGO, ILL.



## Supreme Court Decisions

**Right to Discontinue Switching Service.**—If a shipper denies his liability for demurrage, the railroad company cannot discontinue its switching services on account of the nonpayment of demurrage.—*Dunlap Lumber Co. v. Nashville, C. & St. L. Ry. Co.* Supreme Court of Tennessee. 165 S. W. 224.

**Delay in Furnishing Cars.**—In an action against a railroad company for delay in furnishing cars ordered by plaintiff, the question whether the company was negligent within Pub. Acts 1909, No. 300, § 8, held, under the evidence, for the jury.—*Fremont Canning Co. v. Pere Marquette R. Co.* Supreme Court of Michigan. 146 N. W. 678.

**Sale of Margin Collateral.**—Where certificates of stock are indorsed in blank to a broker for sale, a third person, who has no notice of any other title than that presumed from the indorsement, may rely upon the indorsement, and acquire rights superior to the true owner.—*Morgrade v. National Bank of California.* District Court of Appeal. 140 Pac. 300.

**Valid Contract for Future Delivery.**—A contract for the future sale or delivery of cotton, made by one engaged in the business of growing this commodity for market, to be grown in a year named on the lands of the vendor, does not affirmatively show on its face that it was a gaming contract or a mere attempt to speculate in cotton futures.—*Hamby v. Truitt.* Court of Appeals of Georgia. 81 S. E. 593.

**Liability for Freight.**—Where a consignee in a B/L stipulating that the owner or consignee should pay the freight assigned the B/L before delivery, and the carrier made delivery to the assignee, who purchased the goods from the consignee, the consignee was not liable for the freight.—*St. Louis Southwestern Ry. Co. v. Browne Grain Co.* Court of Civil Appeals of Texas. 166 S. W. 40.

**Negligent Unloading of Sacks.**—One who is unloading grain by means of a block and tackle in a public alley, creating a condition naturally calculated to attract, and in fact attracting, young children, is bound to exercise ordinary care for their safety, and, not doing so, but inviting one of them to take hold of the rope, resulting in his injury, is liable therefor.—*Webster v. Luick Ice Cream Co.* Supreme Court of Wisconsin. 146 N. W. 815.

**Liability of Connecting Carriers.**—A Carrier, issuing B/L expressly providing that it issued them on its own behalf over its own lines only, and as agent for connecting lines without a joint, but several, liability, was not liable thereunder for the failure of a connecting ocean carrier to accept the shipment for transportation to a foreign country; the Carmack amendment (Act June 29, 1906, c. 3591, § 7, pars. 11, 12, 34 Stat. 593 [U. S. Comp. St. Supp. 1911, p. 1307]) not applying to foreign commerce.—*J. H. Hamlen & Sons Co. v. Illinois Central R. Co.* U. S. District Court, Arkansas. 212 Fed. 324.

**Liability of Carrier and Warehouseman.**—Where a steamship company transported goods to their destination and delivered them to a warehouseman there, in whose possession they were at the time of the trial, the owner is not entitled to recover the value of the goods, even though there may have been delay or misrouting in the shipment, since neither amounted to a conversion of the goods. If the warehouseman falsely informed the owner that the goods were not in the warehouse, the right of action would be against the warehouseman and not against the carrier.—*Lee Line Steamers v. Tucker.* Supreme Court of Arkansas. 165 S. W. 960.

**Cancellation of Contract.**—Where plaintiff and defendant contracted for the sale of certain car loads of oats to be shipped to points as directed, and defendant after the delivery of two car loads notified plaintiff that he would give no further shipping instructions nor accept any more oats, the plaintiff could treat the contract as terminated and sue for damages.—*Churchill Grain & Seed Co. v. F. B. Newton.* Supreme Court of Errors of Connecticut. 89 Atl. 1121.

**Rights of Crop Mortgagee.**—Where the mortgagor, after giving a crop mortgage for the next season, surrendered possession to the real property mortgagee without having planted crops, and the proceeds of the crop raised by the mortgagee together with the proceeds of the land upon foreclosure did not satisfy the real property mortgage, the crop mortgagee has no rights.—*Kendrick v. Moseley.* Supreme Court of South Carolina. 81 S. E. 652.

**Passage of Title.**—Where goods consigned to the purchaser were, on arrival, delivered to another in accordance with the purchaser's order, there was such a constructive delivery to the purchaser as to bar the seller's right of stoppage in transit, which continues until delivery, and he cannot recover from the carrier because it did not collect the purchase price from the person to whom the goods were delivered, as directed by the purchaser.—*St. Louis, B. & M. Ry. v. McDavitt Bros.* Court of Civil Appeals of Texas. 165 S. W. 5.

**Value at Point of Shipment not Conclusive of Damage.**—Where a freight rate for the transportation of goods was not based on the market value of the goods at the point of shipment, and a clause in the shipping contract, that the measure of damages should be the value of the goods at the time and place of shipment, was not inserted as a basis for obtaining a certain freight rate, and was therefore void, such value at the point of shipment was not conclusive on the question of plaintiff's damages for loss of the goods.—*St. Louis, B. & M. Ry. Co. v. Gould.* Court of Civil Appeals of Texas. 165 S. W. 14.

**Transfer of Warehouse Receipts.**—Under our statutes warehouse receipts are assignable by indorsement and negotiable, and indorsement thereof indicates a valid transfer of the commodity represented by such receipts. Indorsement may be made either in blank or to the order of another. No particular form of indorsement or assignment is necessary, provided there is manifest an intention to transfer the property in the goods represented by such receipts.—*Frontier Milling & Elevator Co. v. Roy White Co-operative Merc. Co.* Supreme Court of Idaho. 138 Pac. 825.

**Carriers Liable for Shortage on Intra-state Shipment.**—Code 1906, § 4851, making a B/L in the hands of bona fide holders for value conclusive, against the person or corporation issuing it, that the property described therein was received by the carrier, does not apply to interstate shipments, which are controlled by the Carmack amendment to the Interstate Commerce Act (Act June 29, 1906, c. 3591, § 7, pars. 11, 12, 34 Stat. 593 [U. S. Comp. St. Supp. 1911, p. 1321]), as construed by the Supreme Court of the United States.—*Southern Ry. Co. v. North State Cotton Co.* Supreme Court of Mississippi. 64 South. 965.

**Measure of Damages for Carrier's Delay.**—Where the market price at destination on the day that a shipment of holly should have arrived was in excess of the shipper's contract price with a dealer there, the shipper might recover the difference between the contract price and the market price at destination on the day notice of arrival was given to the dealer. In such case, even if the market price at destination was in excess of the contract price when the car arrived, a limitation of damages to the difference between the contract price and the market price at arrival was beneficial to the defendant, so that it could not complain.—*Kansas City Southern Ry. Co. v. Mabry.* Supreme Court of Arkansas. 165 S. W. 279.

**Landlord's Lien.**—Under Code 1907, §4734, giving landlords a lien for advances of money for preparing the ground for cultivation, a landlord had a lien for money advanced for taking up a mortgage on his tenant's mule; and it was immaterial that he took a transfer of the mortgage to himself, so long as he did not elect to satisfy his claim out of the mortgage security.—*Johnson v. Thompson.* Supreme Court of Alabama, 64 South 554.

**Drafts on Third Persons and Guaranty.**—Defendant bank wired plaintiff bank that defendant would pay drafts on Texas-Oklahoma Grain Co., with B/L attached, drawn by J. C. Rider, and in confirmation thereof wrote a letter to the same effect, stating, however, that the drafts should be sent direct to defendant for payment or credit, and that defendant could not handle the drafts through other banks. Plaintiff thereafter cashed drafts drawn by R on the grain company, but these were presented through other banks direct to the grain company and paid by it without any claim against defendant. The draft in suit was presented to the grain company, and payment refused after it had obtained possession of the grain represented thereby by means of authority obtained from R., after which the draft was presented to defendant for payment under the guaranty without B/L attached. Held, that the conditions attached to the guaranty were not waived by the previous method of transmitting drafts, and that, the conditions of the guaranty not having been complied with in the transmission of the draft in question, defendant was not liable.—*Waggoner Banking Co. v. Gray County State Bank.* Court of Civil Appeals of Texas. 165 S. W. 922.

## Custom Rules in Absence of Agreement.

*E. R. & D. C. Kolp, plaintiff, vs. Wichita M. & E. Co., defendant, before Arbitration Com'te of Texas Grain Dealers Ass'n.*

This is a claim filed by E. R. & D. C. Kolp against the Wichita M. & E. Co., for the delivery to the plaintiffs by defendant of so many bushels of wheat delivered into the defendant's elevator in July, 1913, by a farmer employed to haul the wheat by plaintiffs from the farm. Tickets presented as evidence show that the test of the wheat and price were both stated on the weight tickets and considered as a purchase outright by the defendant.

Mr. Kolp had a storage arrangement with the J. C. Hunt Grain Co., who, on account of a breakdown, were unable to receive this amount of wheat, and the farmer hauling it drove to the elevator of defendant and unloaded it and accepted weight tickets for same.

The plaintiffs contended that the wheat was temporarily stored, and demanded delivery of same, while defendant contended that the farmer who delivered accepted purchase tickets with the price and test plainly written on the face, and that it was ready to pay for the wheat at this price any time.

The com'te is of the opinion that, in the absence of an agreement, when the grain is received at a country elevator, such grain may be handled by the elevator in accordance with its established trade customs at that point, and that the elevator company has the right to assume that parties delivering grain to it are acting as agent for owners of said grain if the elevator company has had no previous notice, or notice at the time of delivery of same, to the contrary.

From the evidence submitted, there was no previous arrangement or notice served on the Wichita M. & E. Co. at the time of delivery of this wheat, and it had the right to assume that it was purchasing said grain at the time and place of delivery and at the price it was paying for wheat that day, which, as stamped on the scale tickets, was 71c. However, we find that in a later letter of the Wichita Mill to plaintiff it agreed to pay three cents more per bushel than it was paying farmers, which would be three cents more than the 71c stamped on the face of the scale tickets.

We, therefore, find for the defendant, sustaining its contention that the wheat was purchased by it and not stored, and it is hereby ordered to promptly pay E. R. & D. C. Kolp at Fort Worth, Tex., 74c per bushel for the amount of wheat involved,  
C. R. TERRY,  
DOUGLASS W. KING,  
EUGENE S. BLASDELL,  
Arbitration Com'te.



## Insurance Notes.

HEARINGS ON SUGGESTIONS for the framing of a new state workmen's compensation law were recently held in St. Louis, Mo. Representatives of the grain and milling interests and of the casualty insurance companies were heard.

THE SUPREME COURT OF MASSACHUSETTS recently gave an opinion sustaining the clause of the workmen's compensation act, which requires all employers, carrying liability insurance, to furnish medical treatment for a period of 2 weeks to employees injured in their employ.

THE MARYLAND Casualty Insurance Co. has issued a notice stating that that company will issue no more workmen's compensation policies in Texas because of the stringent insurance laws of that state. The New England Casualty Co. has issued a similar notice in regard to New York.

BOTH OWNER AND BUILDER were made defendants in a suit for damages by a workman injured while employed in the construction of the new plant of the Stanard-Tilton Milling Co., at Dallas, Tex. The builder in this case was responsible, but the plaintiff made the owner also a party to the suit, and a settlement recently was made with the plaintiff by the Millers Mutual Casualty Co., whereby on hearing the milling company will be released.

UNDERWRITERS are sending out thru the Com'ite on Publicity and Education copies of the United States Supreme Court decision recently given in the Kansas rate regulation case, in which the court holds that states have power to fix rates of insurance because insurance is of universal use and necessity. The Com'ite believes that this is equally true of bread, flour, coal and clothing and that under this decision the state can and will fix the prices which can be charged for them.

A RATE of 72c per \$1,000 for compensation insurance is required by the new Ohio liability and workmen's compensation act, compared with \$2.20 charged in Michigan and \$3.20 charged in Wisconsin. Awards are based on a schedule of probable injuries which range from a broken wrist to the death of an employee. The compensation insurance which is paid from a general fund made up of premiums is the feature of the new law. Subscriptions by the employers make up the fund.

WE CERTAINLY appreciate the Grain Dealers Journal and look forward each time to its arrival. It contains just the things we want and need.—T. D. Phelps, The Summit Grain & Coal Co., Denver, Colo.

BARR & WIDEN were shown to have conducted a fraudulent mercantile agency at Chicago by use of the mails. It is alleged that over \$1,000,000 was obtained by them thru promises to collect bankrupt accounts.

**YOU**

As An Elevator Owner

**ARE**

**LEGALLY LIABLE**

Under

**Workmen's Compensation Laws**

Full Information on Request



**THE BEST**

Safest and Most Reliable Protection

**At Absolute Cost**

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**GRAIN & MILLING TRADE**

**WESTERN GRAIN DEALERS  
MUTUAL FIRE INSURANCE  
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**DES MOINES, IOWA**

JAY A. KING, President    GEO. A. WELLS, Secretary

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Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

INCORPORATED 1877

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

**Insurance in Force \$18,433,615.45. Cash surplus \$473,253.91.**

GEO. POSTEL, President    G. A. McKINNEY, Secretary

HOME OFFICE: Alton, Illinois.

WESTERN DEPARTMENT: Mr. Rollie Watson, Mgr., 402 Sedgwick Bldg., WICHITA, KANSAS

# Hot Boxes

Who is to blame for the Million Dollar loss from Hot Boxes in mills and elevators in the last three years? We would like to know.

Millers National Insurance Co.,  
Chicago, Ill.

Western Millers Mutual Fire Insurance Co.,  
Kansas City, Mo.

Ohio Millers Mutual Fire Insurance Co.,  
Canton, Ohio.

Pennsylvania Millers Mutual Fire Ins. Co.,  
Wilkes-Barre, Pa.

Mill Owners Mutual Fire Insurance Co.,  
Des Moines, Ia.

The Millers Mutual Fire Insurance Co.,  
Harrisburg, Pa.

Texas Millers Mutual Fire Insurance Co.,  
Ft. Worth, Texas.

Michigan Millers Mutual Fire Insurance Co.,  
Lansing, Mich.

Grain Dealers National Mutual Fire Ins. Co.,  
Indianapolis, Ind.

Send information to the

## MUTUAL FIRE PREVENTION BUREAU

OXFORD, MICHIGAN

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of

### Luverne, Minnesota

Write Elevator and Grain Insurance on the purely Mutual Plan, with Cash Dividends Annually.

Write the Secretary for Rates.

E. A. BROWN, Pres.  
V. E. BUTLER, V.-P.

E. H. MORELAND, Sec.  
B. P. ST. JOHN, Treas.



## Patents Granted

**Seal for Car.** No. 1,097,913. (See cut) Leon J. Campbell, Chicago, Ill. A casing of chilled metal is attached to one end of a sealing strip whose free end is tubular shaped and has a locking flange adapted to fit into a peripheral opening in the casing in which is a movable locking member.

**Bean-Sorter.** No. 1,097,754. (See cut) James A. Gardener, Alma, Mich., the device comprises a bean lifting head with spring fingers and a hollow tubular handle arranged to receive and convey beans from the head. It is connected with a lifting and conveying force and is equipped with a means for checking the flow of beans.

**Reinforced Concrete Bin Structure.** No. 1,098,559. (See cut) Fred W. Cooley, Minneapolis, Minn. The structure comprises four main bins whose walls are curved throughout three quadrants, the fourth quadrant being a right angle facing toward and connected with intermediate rectangular bins whose bottoms are spaced above the lower ends of the main bins.

**Elevator-Bucket Chain.** No. 1,098,564. (See cut) Oliver B. Finn, Colorado Springs, Colo. The chain includes a link with an elongated oval shaped opening in its free end into which is conformably fitted a pin, the outer ends of which fit into openings in the respective free ends of a second U-shaped link. These ends are arranged with guide-ways containing plates held in position by means of ratchet teeth.

**Grain Scouring Machine.** No. 1,097,815. (See cut) John R. McAtee, Rolla, Mo. In this machine a large cylinder is arranged on a frame. Within this cylinder is another both rotably connected to a shaft and adjusted so that grain will pass thru them. The inner cylinder has blades with ribbed upper and lower faces extending toward the shaft, on which are also laterally extending blades. This inner cylinder and shaft revolves in opposite directions while the grain is in course of passing thru.

**Car Mover.** No. 13,734. (See cut) William Lewis Chittum, Spring Hill, W. Va. This car mover comprises a lever with a transverse pivot pin whose ends fit into recesses of the tapered upper ends of a pair of clamping members. The clamps are held together by connecting links fastened in their respective lower ends and are separated by a spring fitted into cut-away sections between them. They have flanges on the outer side of their respective lower ends adapted to hold the device secure.

**Feed Mechanism for Automatic Weighing Machines.** No. 1,098,108. (See cut) Harry Hager, Chicago, Ill. Two hopper legs with belts operating in opposite directions at their bases and with a space for mixing between them comprise the principal feature of this device. Beneath the mixing space is a spout for receiving material when discharged. Pivotal valves which are forced away from the belts by the downward flight of the material co-operate with the belt end flights and are adjusted to regulate the resistance to the movement of the belt.

**Car-Door.** No. 1,097,661. (See cut) James Mohler, Ohaton, Alberta, Canada. The car door consists of a rail on the side of a car structure arranged just above an opening in the car and having an upper and lower flange from which doors are suspended, a main door from the upper and a hingedly foldable grain door from the lower. The large door operates close and parallel to the side of the car while the grain door is guided into the opening and is aligned and then secured to the sides of the opening, forming a nonleakable side section.

## Books Received

**LUCERNE** gives a comprehensive account of the growth, cultivation and value of alfalfa. It also deals with the origin of lucerne and its production in New South Wales.—Farmers Bulletin 37; 137 pages; 52 engravings; Department of Agriculture, Sydney, New South Wales.

**THE AUTOMOBILE BLUE BOOK** for 1914 is out two months earlier than last year and contains a marked increase in the number of new routes drafted. The five volumes cover the entire United States and Southern Canada with accurate road maps and detailed running directions drafted to one-tenth of a mile. With a volume in the hands of the tourist throughout the day acting as guide and guardian at every fork and dangerous turn in the road, touring becomes more distinctly delightful than ever before. Interesting geographical talks are included at the head of each route; every historical landmark is pointed out and described in detail. Truly the Books act the part admirably of a desirable personal companion intimately familiar with every mile of the journey. The Automobile Blue Book Publishing Co., 910 S. Michigan Av., Chicago, Ill. Price, per volume, \$2.50.

**J. M. GWALTNEY & Co., Norfolk, Va.,** have recently completed a feed mill costing \$66,000. The plant is 90 by 140 feet and four stories high and has a capacity of six cars of feed and cracked corn per day.

**WE THINK** the Journal is the best paper in the interests of the grain trade.—Oaklandon Grain Co., Oaklandon, Ind.

## Feedstuffs

**THE ALNEEDA MILLS Co., East St. Louis,** has been forced into involuntary bankruptcy. Its liabilities are \$18,000, excepting the amount due banks and stockholders. Of this sum grain dealers on the St. Louis Exchange are creditors for approximately \$8,000.

**WE HAVE** recently completed a mixed feed mill having a 100-ton capacity for mixed, dry mixed, dairy, and chicken feeds at Lake Charles. In addition to the mixed feed business we will handle corn chops and sack oats for the trade.—Louisiana Grain & Milling Co., Ltd., Lake Charles, La.

**GROUND CORN COBS** or rice hulls cannot be used as ingredients of feeds in Arkansas nor can they be shipped into or manufactured within the state for that purpose. This condition has resulted from a ruling by John H. Page, commissioner in charge of feeding stuffs regulation, which became effective June 1.

**COTTON SEED CAKE, alfalfa, molasses** and sugar beet pulp contain great energy value for cattle if 32 head of Colorado steers recently shipped to Kansas City can be taken as an example. The steers averaged 1,375 pounds and brought \$114.75 a head or at the rate of 9c per pound. They were raised by Gebhardt & Son of Swink, Colo., and had never been fed grain. The price paid for them is a record for non-grain fed cattle.

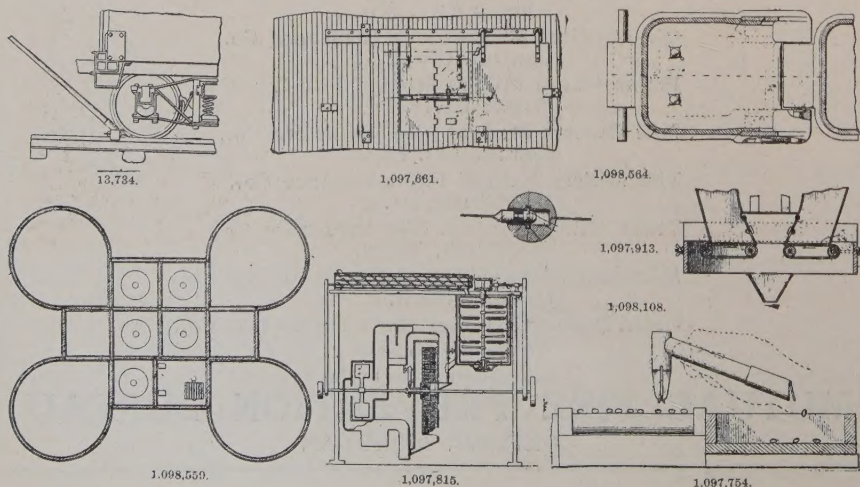
**COMMERCIAL FERTILIZERS** are minutely explained and analyzed both in relation to the manufacturer and the consumer and their adaptation to different solids in bulletin No. 174 by the Purdue Agricultural Experiment Station. More than half of the bulletin is devoted to comparative tables. Another section deals with the fertilizer law as applicable to the manufacturer and consumer. Published by the Station, Lafayette, Ind.

**HENDERSON, N. C.—**We have recently organized the Henderson Grain & Feed Co. with a capital stock of \$5,000 and will do a general grain, hay and feed business, manufacturing horse, mule, dairy, alfalfa and molasses feeds also carlot corn stock meals and crushed meals. We expect to buy western grain in carlots after June 15 as the result of a rate reduction of 5c per 100 pounds, which is expected to increase the carlot business of our territory by 100 per cent.—C. R. Church, sec'y and treas. Henderson Grain & Feed Co.

## Exports of Feedingstuffs.

Exports of feedingstuffs during March, 1914, compared with March, 1913, and during the nine months ended April 1, compared with the corresponding period ending April 1, 1913, according to the report of the United States Bureau of Statistics, were in tons as follows:

	March.		Nine months ended April 1.	
	1914.	1913.	1914.	1913.
Bran and middlings	160	684	1,951	5,127
Dr. grns. and mlt. sprts.	3,189	5,546	45,512	48,584
Mill feeds	7,720	20,117	56,106	103,745
<b>Oil Cake and Oil Cake Meal.</b>				
Corn	4,478	2,745	23,911	26,414
Cotton seed	43,782	43,745	356,324	469,419
Linseed	31,811	35,346	284,649	315,811
All others	130	42	2,740	3,140





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And another:—"Your rope lasted five years without breaking and we want another just like it."

We get many letters like these—all establishing the fact more and more firmly that there is no service equal to that given by

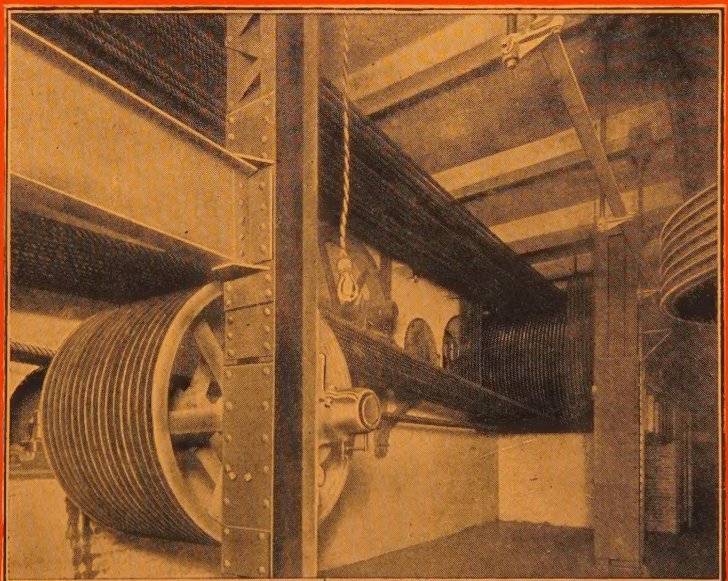
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It's strength is due to the quality of its fibres,—all pure, long, selected Manila throughout strands and core. Its record for long and efficient service is due to the way the outer yarns are edged to withstand wear, the lubrication of the inner yarns that does away with destructive fibre friction.

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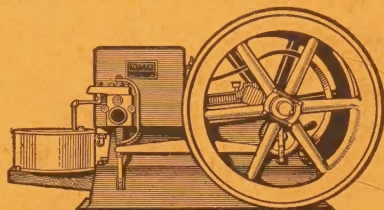
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Your Elevator or Mill, like every other business enterprise, must be run most economically to produce the greatest profit.

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